

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

"Grain Importation from Argentina" in This Issue

THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

Vol. XXXVI.

CHICAGO, ILLINOIS, MAY 15, 1918

NO. 11

One Dollar Per Annum
SINGLE COPIES, TEN CENTS

**BE A SHIPPER OF
McKENNA & RODGERS
and
McKENNA & RODGERS
will**

**BE A GOOD RECEIVER
FOR YOU**

**WE CHALLENGE
YOUR PATRONAGE**

CHICAGO, ILLINOIS

**SIMONS, DAY
& Co.**

322 Postal Telegraph Bldg.

Direct Private Wires to New York and Illinois and Iowa Points

GRAIN,
PROVISIONS,
STOCKS,
BONDS.

We solicit consignments and offers of
cash grain, also future delivery orders
on all exchanges.

CHICAGO

Established 1877

**LANGENBERG BROS. GRAIN CO.
GRAIN and HAY**

We Solicit Your Consignments

ST. LOUIS

MISSOURI

Transit Leaks

are unknown to the grain shippers
who use

**KENNEDY
Car Liners**

Enormous Increased Sales prove the
Efficiency, Merit and Serviceability
of these liners.

The Kennedy Car Liner

is the only device offered the grain
shipper that makes a car Leak-Proof.
Cheap—Modern—Profitable. Write
now for particulars.

THE KENNEDY CAR LINER & BAG CO.
Shelbyville, Indiana, U. S. A.

**THE ILLINOIS SEED CO.
GRASS SEEDS FIELD**

BUYERS

CHICAGO

SELLERS

Ask for Samples

Mail Samples for Bids

TIMOTHY, CLOVERS, ALSIKE, ALFALFA, MILLETS, RED-
TOP, BLUEGRASS, SEED GRAIN, GRAIN BAGS, Etc.

Carlisle Commission Co.

(Established 1889)

Hay and Alfalfa Meal Products

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have un-
equalled facilities, the largest established trade and outlet. Liberal advances on
consignment. Kansas City handling charges the lowest, service the best.

Write Us Your Needs in Alfalfa Meal

Get Our Delivered Price

The WAGNER

Covers all markets. Ask for the weekly or
daily issue. Has the largest circulation of any
grain literature.

Stocks E. W. Wagner & Co. Bonds
Grain Members New York Stock Exchange
Members New York Cotton Exchange
Members Chicago Board of Trade
Continental & Commercial Bank Bldg.

LETTER

Established 30 years

CHICAGO

**Prices of Labor and Material Have
Advanced More Than 100 Per Cent**

But we are "doing our bit" by supplying you with this great
labor-saver at only 50 per cent above the original price.

Saves its cost in three days. Used to take six.

Price—Standard w't. (12 ga. Steel)

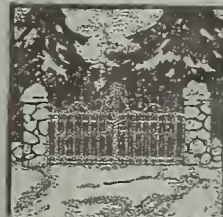
\$15.00 f. o. b. Factory.

Heavy w't. (10 ga. Steel)

\$17 f. o. b. Factory

**DETROIT
SCOOP-TRUCK
COMPANY**

2227 W. Jefferson Ave. DETROIT, MICH.



**WHAT IS?
QUALITY?**

**In Paint it is
Dependability
—Economy**

Dixon's Silica-Graphite Paint is said by
users to be the longest service paint
for protection of metal and wood sur-
faces. Made for over 50 years in
FIRST QUALITY only, which is a
guarantee of satisfaction and reliance.
If interested, let us send you convinc-
ing proofs, and Booklet No. 17-B.

Made in Jersey City, N. J., by the
JOSEPH DIXON CRUCIBLE CO.

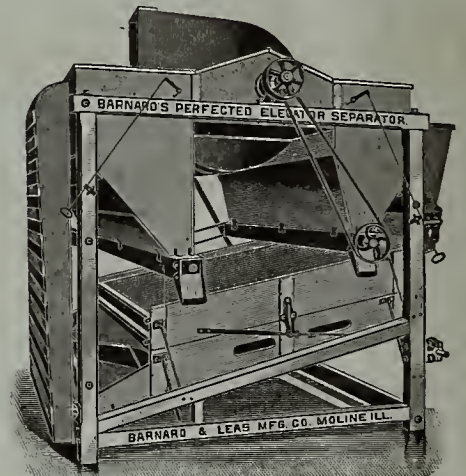
ESTABLISHED 1827

Everything for Handling Grain

No need to look farther

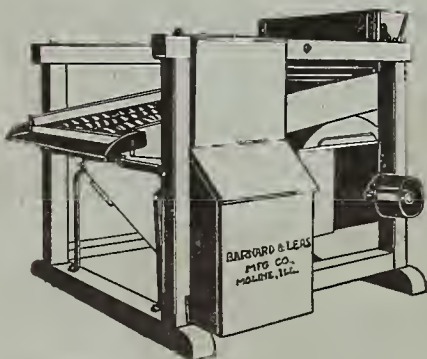


Feed Grinders
Grain Cleaners
Oat Clippers
Oat Separators
Corn Shellers

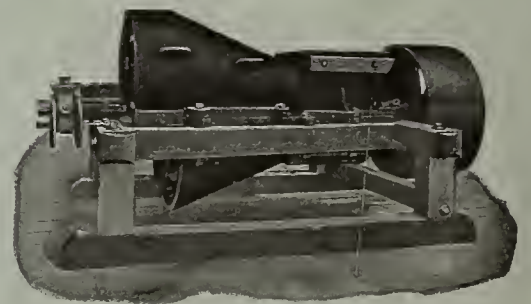


Corn Cleaners
Feed Screens
Corn Rolls
Dust Collectors
Turn Heads
Wagon Dumps
Automatic Scales
Wire Cloth
Perforated Metal
Rope Drives
Friction Clutches
Grain Shovels

Belt Elevators
Man Lifts
Heads and Boots
Belting
Elevator Cups
Steel Conveyors
Belt Conveyors
Shafting
Shaft Bearings
Pulleys
Sprockets
Link Belt



*Write today for
circulars concerning any
machines which
interest you*



BARNARD & LEAS MFG. CO.
MILL BUILDERS AND
MILL FURNISHERS
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

ONE HUNDRED AND FORTY-TWO YEARS AGO THIS COUNTRY WAS MADE FREE FOR YOU— YOU MUST HELP TO KEEP IT FREE.

THESE ARE THE DAYS THAT COUNT THE REAL PATRIOTS, WITH UNERRING CERTAINTY. UNCLE SAM DISCLAIMS RELATIONSHIP WITH THE PERSON WHO TALKS PATRIOTISM AND DOESN'T ACT IT.



WELL equipped elevators are a most important cog in our line of defense today. Elevator operators must see that their plants are in top-notch condition to handle the country's grain under Government Regulations and you should ascertain what standard of service you are getting from your machines. The benefits of good service are great enough to warrant your own personal attention.



GET in and be a real help to Uncle Sam. You can't stay out of it without weakening the line.

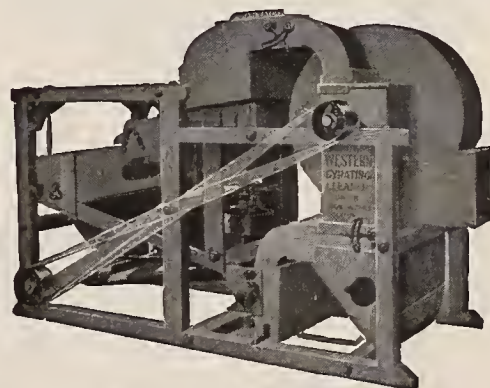


GET started now. Whatever you need to make your plant efficient the WESTERN Line of elevator equipment records 100 per cent in performance and endurance. Send for our illustrated catalogue. We are sure it will meet with your approval.

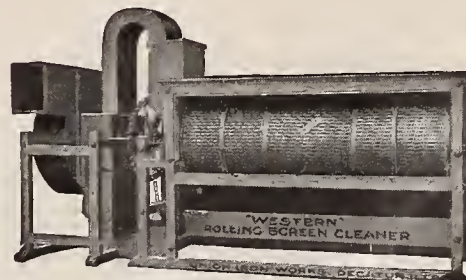
ALL WESTERN MACHINES are guaranteed for continuous service and economy of operation.



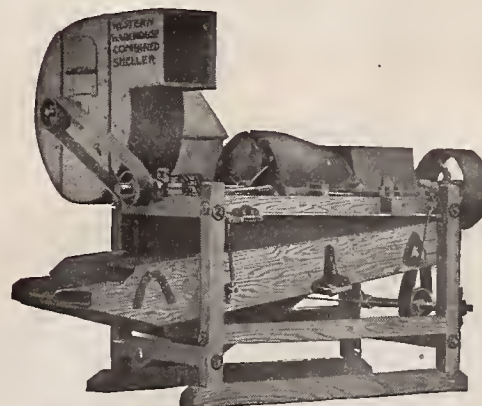
"Western" Pitless Warehouse Sheller



"Western" Gyrating Cleaner



"Western" Rolling Corn Screen Cleaner



"Western" Warehouse Combined Sheller

UNION IRON WORKS

DECATUR, ILL., U. S. A.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.

A Big Money Making Addition To Your Grain Elevator

*And at the Same Time You Are Helping to Conserve This Country's
Resources by Milling the Flour in the Community
Where the Wheat Is Grown*

YOU, Mr. Elevator Owner, are the logical man to take full advantage of the wonderful money making opportunity this remarkable American Midget MARVEL Self Contained Roller Mill offers you. You have the elevator. You have the co-operation of the wheat growers. You have the buying power. You have the market all ready for you. You have *everything*. The American Midget Marvel Mill offers you the opportunity.

AMERICAN (Midget) FLOUR MILL Marvel

It takes up but little space and it takes but very little power to run it. You have sufficient power right now. Its yield of good flour is the greatest of any mill—way below Government requirements—and is of the highest quality—a flour that retains the full flavor and nourishing value of the whole wheat berry. One man can do all the work.

No Milling Experience Needed

It requires absolutely no milling experience to successfully operate an AMERICAN MIDGET MARVEL MILL. A great percentage of the owners of these mills have had no previous milling experience.

When you purchase an American Midget Marvel Mill, you become a member of the Community Marvel Millers Association and you can put your flour up under our nationally advertised brand

"FLavo," as shown below. Your products are then inspected free by our Service Department every thirty days to keep you up to quality. We start you off and practically make your success assured.

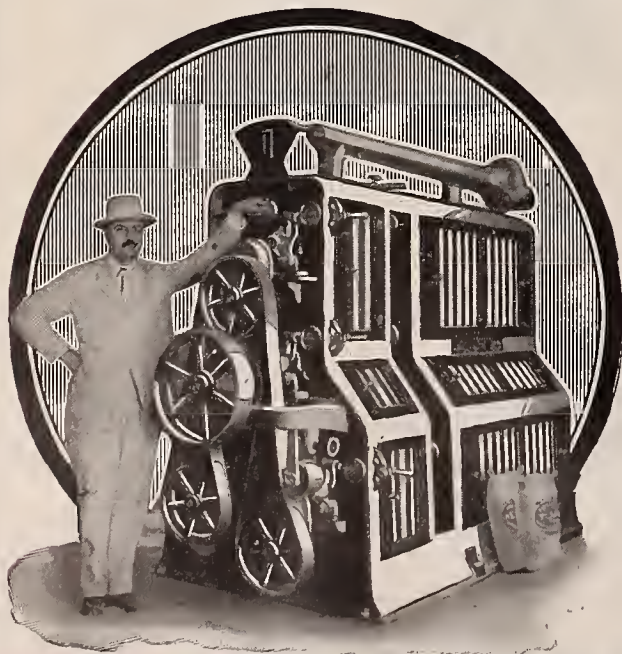
Sizes of mills, 15, 25, 40, 50, 60, 75 and 100 barrels per day.

Over 1300 Enthusiastic Owners

Over 1300 American Midget Marvel Mills are now in use in this country.

No better proof of the wonderful success of this mill could be given than the hundreds of enthusiastic letters we receive from these owners. Every American Midget Marvel Mill owner is an enthusiastic booster.

Learn from the experience of these men. And because of the many advantages you have, your success is bound to be even greater than that of these owners.



Write today for our free booklets—"The Story of a Wonderful Flour Mill" and "Milling Evidence." You will find them most interesting. Also let us tell you all about our easy terms of payment. Our free trial and guarantee. Our free service plan. Our Community Marvel Millers Association.

*Writing Obligates You
In No Way*

Anglo-American Mill Co.
445 Trust Building
Owensboro, Kentucky



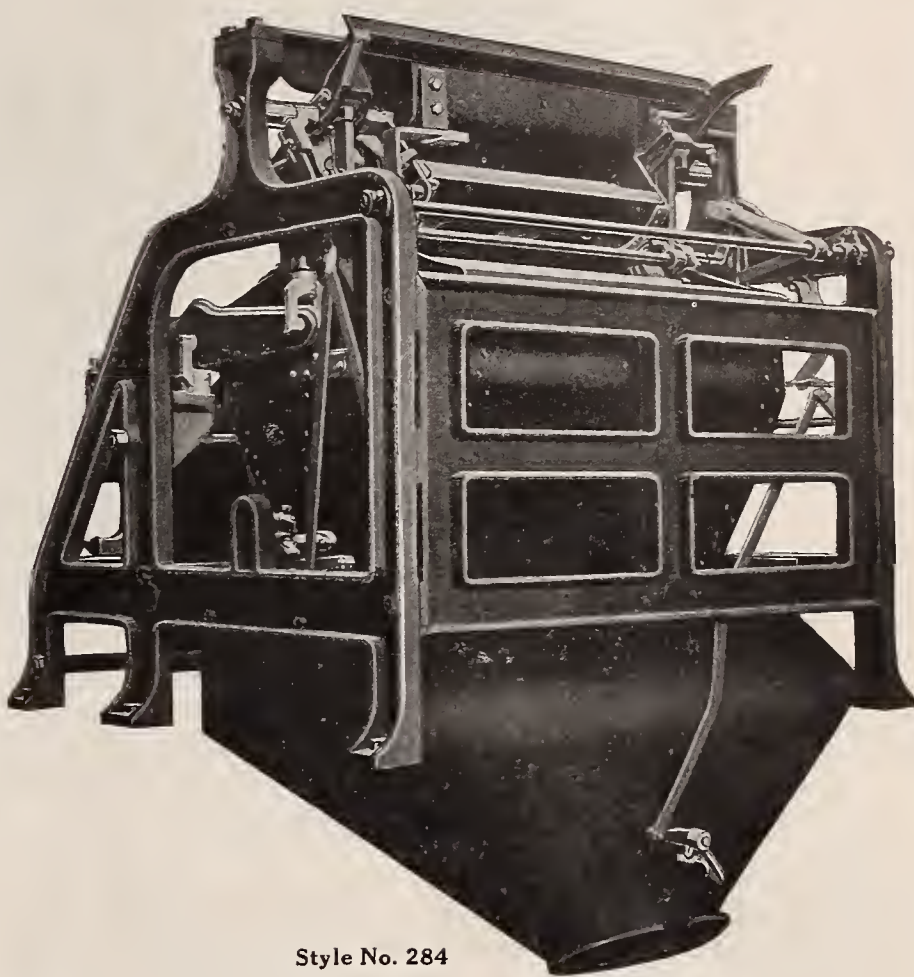
THE REGULATIONS

of the U. S. Food Administration makes imperative an accurate Weight of all grain going in and out of elevators, and the lately passed Net Weight Law requires all commodities in interstate commerce to be marked with the exact net weight.

Automatic Grain Scales

are built in various sizes and equipped with a register which records every weighing. They are adapted to the work required, and the capacity varies according to size of bucket. The best results and highest efficiency are accomplished by the simplest means. U. S. Standard Weights used.

Fully guaranteed. Our policy is to fulfill the just expectations of purchasers of our machines.



Style No. 284

Write for our Catalog

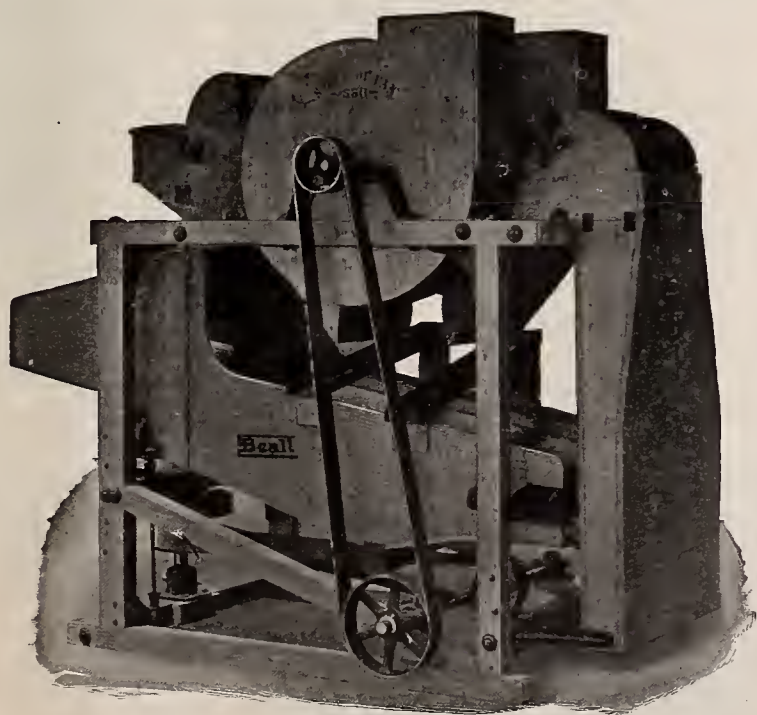


AUTOMATIC WEIGHING MACHINE COMPANY

Main Office and Factory

134-140 Commerce Street

Newark, N. J.



Built in Ten Sizes

of construction and their indisputable record of service and durability are good reasons why you should investigate them.

If you are not getting the best results in your elevator write for our interesting booklet on grain cleaning. It may prove a solution of your troubles and save the day for you by decreasing your cost of operation.

The Proved Superiority of

Beall

THE MARK OF QUALITY

Warehouse and Elevator Separators

has made them part of the standard equipment in many of the finest grain elevators in the country.

Separators are vitally important in elevators at the present time, and the better the separator, the more satisfactory service it will give. BEALL separators are thoroughly reliable at every point

THE BEALL IMPROVEMENTS CO., Inc.

DECATUR, ILLINOIS



CONCRETE-CENTRAL ELEVATOR, CAPACITY 4,500,000 BUSHEL

THESE "MONARCH ELEVATORS" make it possible to handle expeditiously and economically Buffalo's 200,000,000-bushel Grain Business.

Houses of "Monarch" construction are excelled by none in design, arrangement, and economy of operation.

Other "MONARCH" Elevators in Buffalo and Vicinity

**Wheeler
Monarch
Connecting Terminal**

**Kellogg
Buffalo Cereal Co.**

**Superior
Geo. J. Meyer Malting Co.
Shredded Wheat Co.**

CONSULT US BEFORE BUILDING

Monarch Engineering Company

Engineers and Contractors

Buffalo, N. Y.

H. Burns

Adjustable Telephone Bracket

Doubles the work-day efficiency. Adjustable in every direction, including up and down. Lowest in price and best in service. Black or nickel finish.

American Electric
COMPANY
6411-6505 S. State St.
Chicago



Walls, Bins and Grain Elevators

By MILO S. KETCHUM

Second Edition: 556 pp., \$4.00.

Design and construction are covered completely in this book. The new edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

Mitchell Bros. Publishing Co.

431 So. Dearborn Street, Chicago, Ill

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

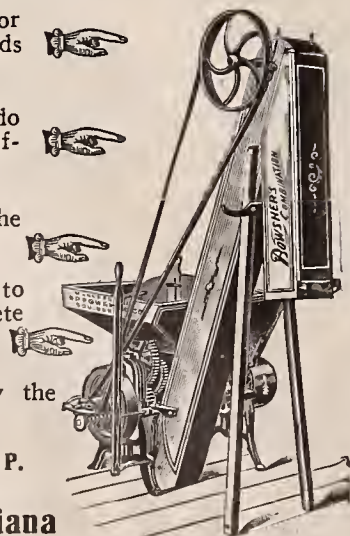
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



SEE THAT YOUR CONTRACT CALLS FOR THE CUTLER MEAL DRYER

SOLD BY ALL MILL FURNISHERS



Not
An
Experiment

All Metal Steam Dryer

IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY,
BREWERS' GRITS AND MEAL,
AND ALL CEREAL PRODUCTS
ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.
Automatic in operation, requiring no attention

THE CUTLER CO., North Wilbraham, Mass.

CATALOG ON REQUEST



Canadian Government Railway's Elevator TRANSCONA, MANITOBA

Recently Completed.

Capacity of Plant: 1,000,000 Bushels.

Designing and Consulting Engineers for Entire Work

John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

108 South La Salle Street, CHICAGO, ILL., U. S. A.
395 Collins Street, Melbourne, Australia

36 Southampton Street, Strand, LONDON, W. C., ENGLAND



SAVE for the Government for Democracy for YOURSELF

by installing a **CYCLONE DUST COLLECTOR**
Very many modern large and small grain
elevators are equipped with our system.

Write

CYCLONE BLOW PIPE CO.
2542-52 Twenty-first Street, Chicago, Illinois

Complete new systems installed on modern plans
and guaranteed. Old systems remodeled on modern
lines on most economical plans. Supplementary
systems added where present systems are out-
grown. Defective systems corrected and put in
proper working order.

Let Us
Tell You
HOW

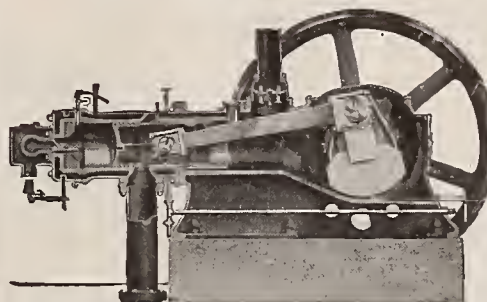
BALLINGER & McALLISTER CONTRACTORS - DESIGNERS Grain Elevators Ear-Corn Plants

Unity Bldg.

COMPLETE

Bloomington, Ill.

THE MONEY MAKING MUNCIE OIL ENGINE IDEAL POWER FOR ELEVATOR SERVICE



Quickly started. Easily handled, requiring
only incidental attention. Smooth govern-
ing, low fuel consumption, at full and
fractional loads. Uses cheapest crude or
fuel oil. Satisfaction guaranteed. Sim-
plicity very appealing. Strongly constructed
and long life. Write today for abundant
facts and proof of what thousands of
others have been accomplishing.

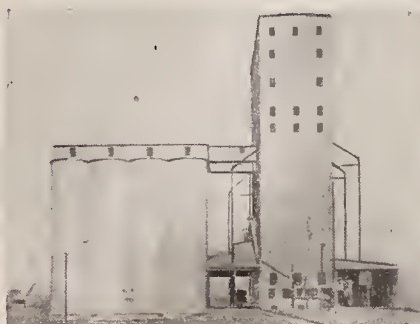
Bulletin No. 22 free upon request.

Sizes 10, 20, 25, 30, 35, 40, 45, 50, 55,
60, 70, 80, 85, and 100 H. P. Write today.

Muncie Oil Engine Company
115 Elm St., MUNCIE, INDIANA

WATCH THIS SPACE NEXT MONTH

The Only Logical Thing—Have Burrell Build It



We maintain the largest and most
efficient engineering and construc-
tion organization for large or small
elevators and flour mills, ware-
houses, etc., ever gathered to-
gether by a concern in our line.
Over 135 contracts last year. Con-
sult us. It costs you nothing.

Complete Grain Elevators and Mil
Buildings, Concrete or Wood

Burrell Engineering & Construction Co.

Webster Building, CHICAGO.

PORTLAND, ORE.

715 Herskowitz Building, Oklahoma City, Okla.

It Will Last

Reinforced concrete. Built for heavy floor loads.
Uses the daylight. Tracks arranged right.

"Macenco Results"



1500 barrel Mill, 300,000 bushel Elevator and
500 H. P. Diesel Power Plant of the Kansas
Flour Mills Company, Great Bend, Kansas.

Macdonald Engineering Company
53 West Jackson Boulevard
CHICAGO

**"—and
these grain
tanks will
last for-
ever."**

Polk System



When you build your grain storage, build for
"keeps." Permanency pays big profits. POLK SYS-
TEM structures are permanent.

Also build well. The POLK SYSTEM machine
builds the best possible circular concrete tanks. Grain
bins, water towers, coal pockets, and combination struc-
tures are its specialties.

Maybe you would prefer to own a POLK SYS-
TEM machine and build your own storage as your
storage needs increase. It is often more economical.
Don't build until you have had the POLK SYSTEM
propositions explained to you.

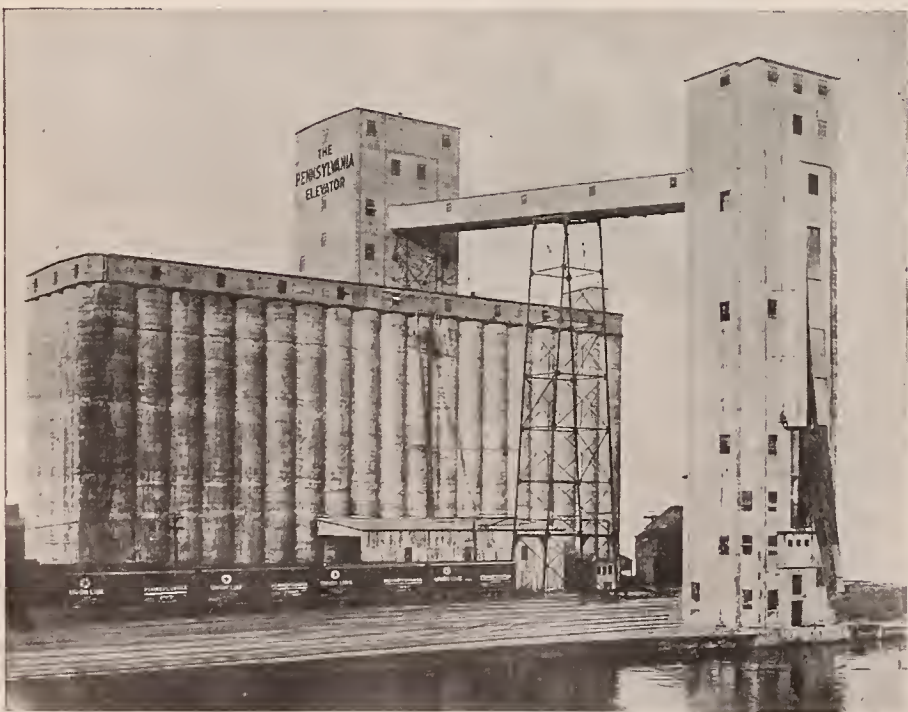
Polk Genung Polk Company
706 FISHER BLDG. CHICAGO

FOLWELL-AHLISKOG CO.

Engineers and Contractors

Designers and Builders
OF

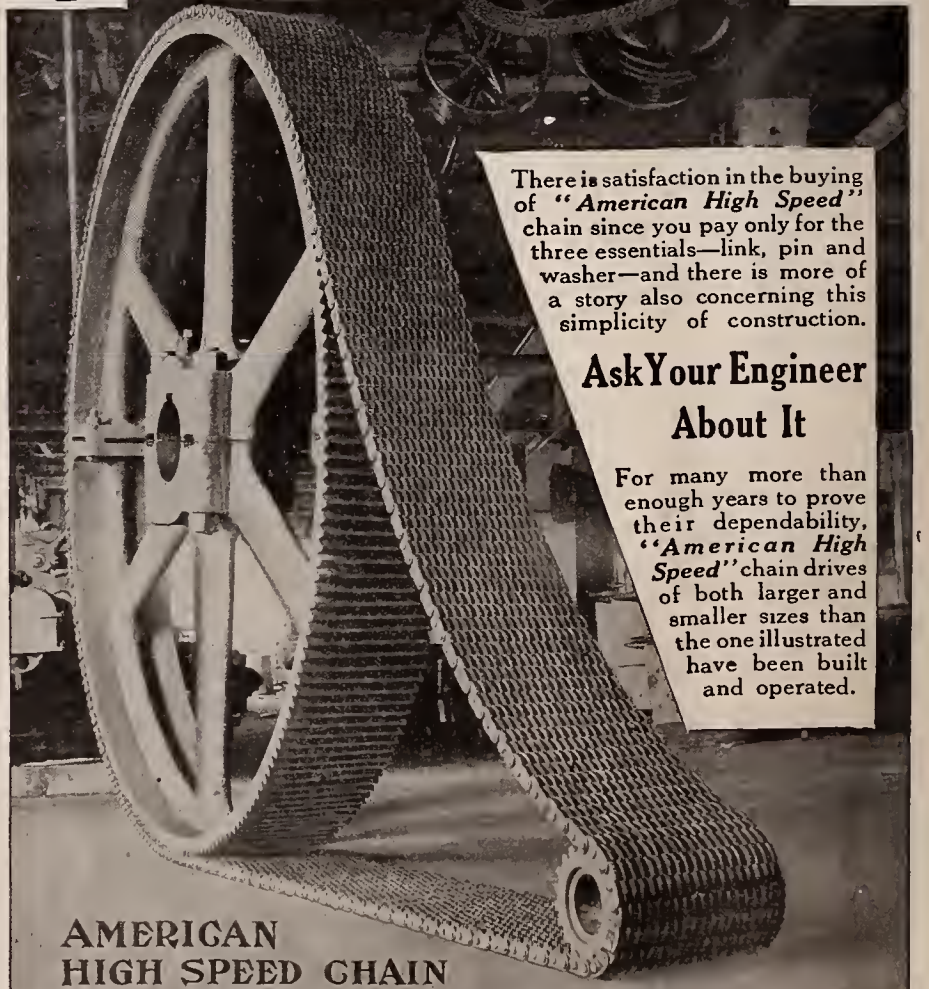
Grain Elevators, Flour Mills, Industrial Plants, and other
Engineering Works



PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine
Tower Reinforced Concrete. Latest improvements. Write us for
designs and estimates.

2051-6 McCORMICK BUILDING, CHICAGO



There is satisfaction in the buying
of "American High Speed"
chain since you pay only for the
three essentials—link, pin and
washer—and there is more of
a story also concerning this
simplicity of construction.

**Ask Your Engineer
About It**

For many more than
enough years to prove
their dependability,
"American High
Speed" chain drives
of both larger and
smaller sizes than
the one illustrated
have been built
and operated.

**AMERICAN
HIGH SPEED CHAIN**

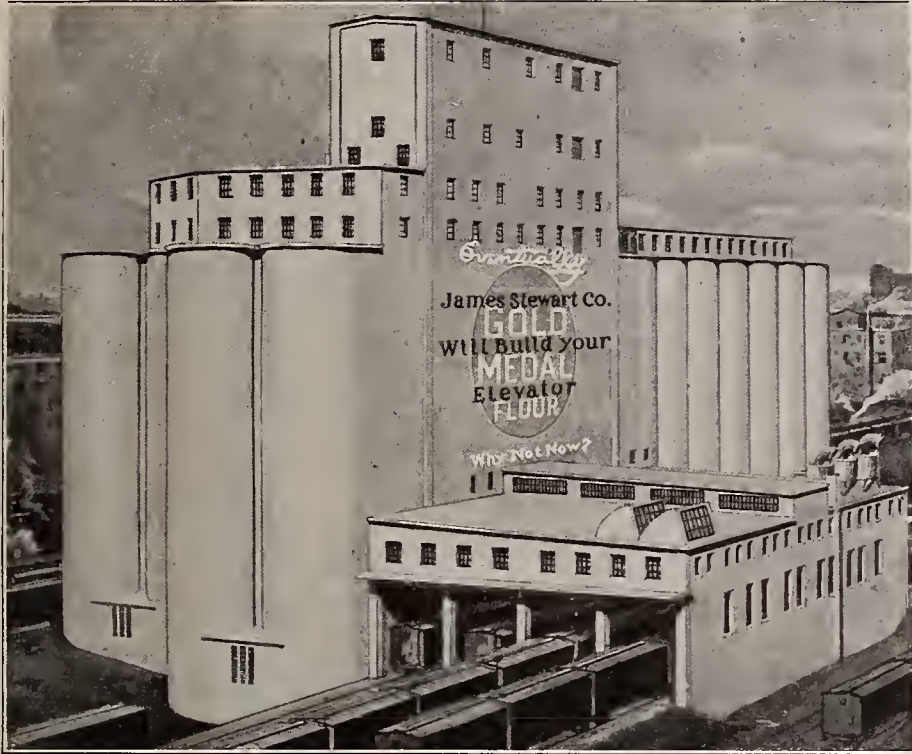
"Most Horse Power Years Per Dollar"

ABELL-HOWE COMPANY
NATIONAL DISTRIBUTOR
CHICAGO



**TWO MILLION BUSHEL FIRE PROOF
RECEIVING ELEVATOR**

FOR

Washburn-Crosby Company
Minneapolis, Minn.*Write us for designs and estimates*

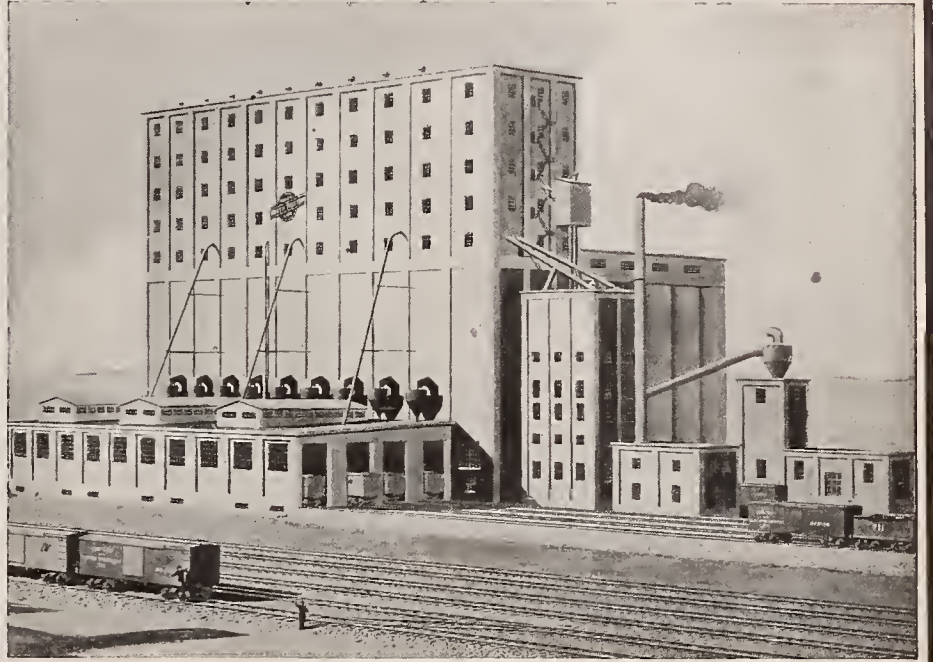
We Design and Build Elevators, any type of construction, in any part of the World.

JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

W. R. SINKS, Manager

Chicago & Northwestern Railway Company's New
Reinforced Concrete Grain Elevator Being Built
at Council Bluffs, Iowa, for the Updike
Grain Company of Omaha, Neb.Our experience covers every branch of grain elevator
building work as well as any type or style of construc-
tion to meet requirements in any locality.*Designs and estimates promptly furnished.***Witherspoon-Englar Company**

1244-1250 Monadnock Bldg.

CHICAGO, ILL.

CONTRACTORS
FOR**GRAIN ELEVATORS**

COMPLETE WITH MACHINERY INSTALLATION

DEVERELL, SPENCER & CO.

Garrett Building

Baltimore, Maryland

Reliance Construction Company**Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS**Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

W. E. Burrell & Co.ELEVATOR REPAIR
SPECIALISTS**Engineers and Builders
of Grain Elevators**We also handle a full line of ele-
vator and conveying machinery in-
cluding manlifts, buckets, belting
steel spouting, etc.We can make a new elevator out
of your old one at a small cost.

WRITE US YOUR NEEDS TODAY

Address

**29 So. La Salle Street
CHICAGO****The Barnett & Record Company****GENERAL CONTRACTORS**

Designers and Builders of

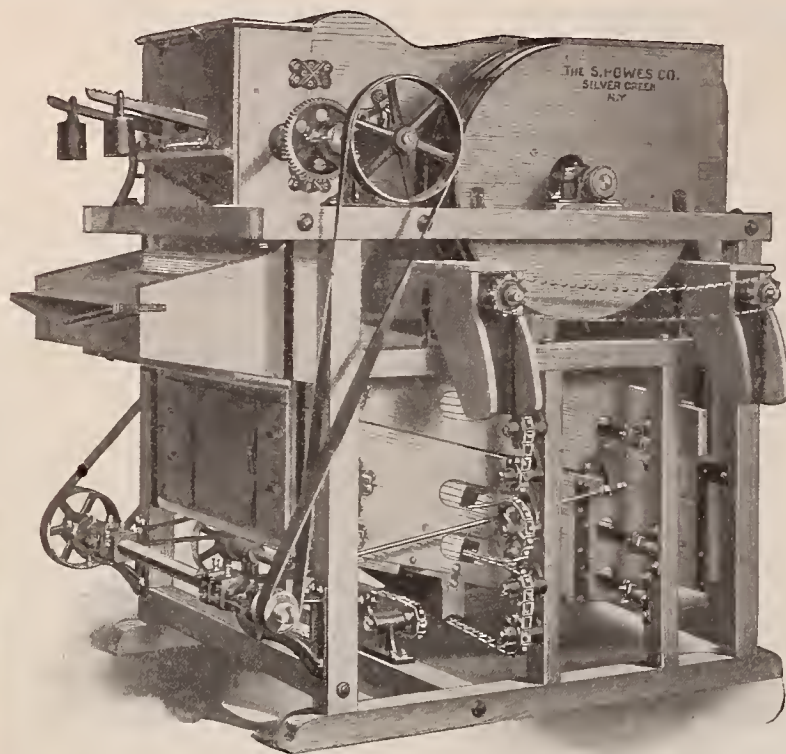
Grain Elevators, Flour Mills and Heavy StructuresReinforced Concrete and Steel Ore Dock con-
structed at Superior, Wisconsin, for the Allouez
Bay Dock Company. Entirely Fireproof.*Write for Designs and Estimates*

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario



The Eureka Four Sieve Special Automatic Grain Separator

***America's Most Efficient Cleaning
Machine***

Equipment includes self-oiling bearings, disc-oiling eccentrics, and automatic sieve cleaners. The Eureka is provided with four wide sieves and two suctions.

We manufacture machines for separating, classifying and grading all varieties of grains, cereals, seeds and their by-products.

THIS MACHINE

**WILL SAVE SO MUCH MONEY
FOR YOU THAT YOU'LL
BE ABLE TO**

BUY MORE
LIBERTY BONDS

BUY MORE
LIBERTY BONDS

Descriptive Catalogue Free



S. HOWES CO.

INC.

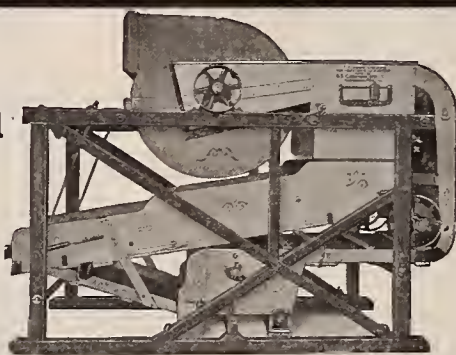


SILVER CREEK, N. Y.

"Constant" Machines will help Win the War—They Save

U. S. Grain

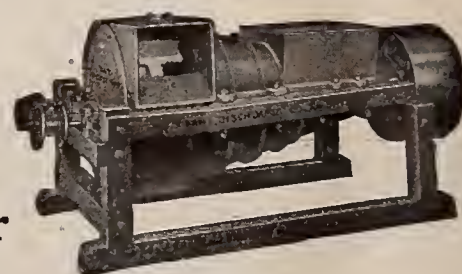
Cleaner



The Constant
Safety Ball-Bearing
Man-Lift



U. S.
Corn
Sheller



3

machines that should
be in every Grain Elevator.

Write or wire your needs—we can make
prompt shipments

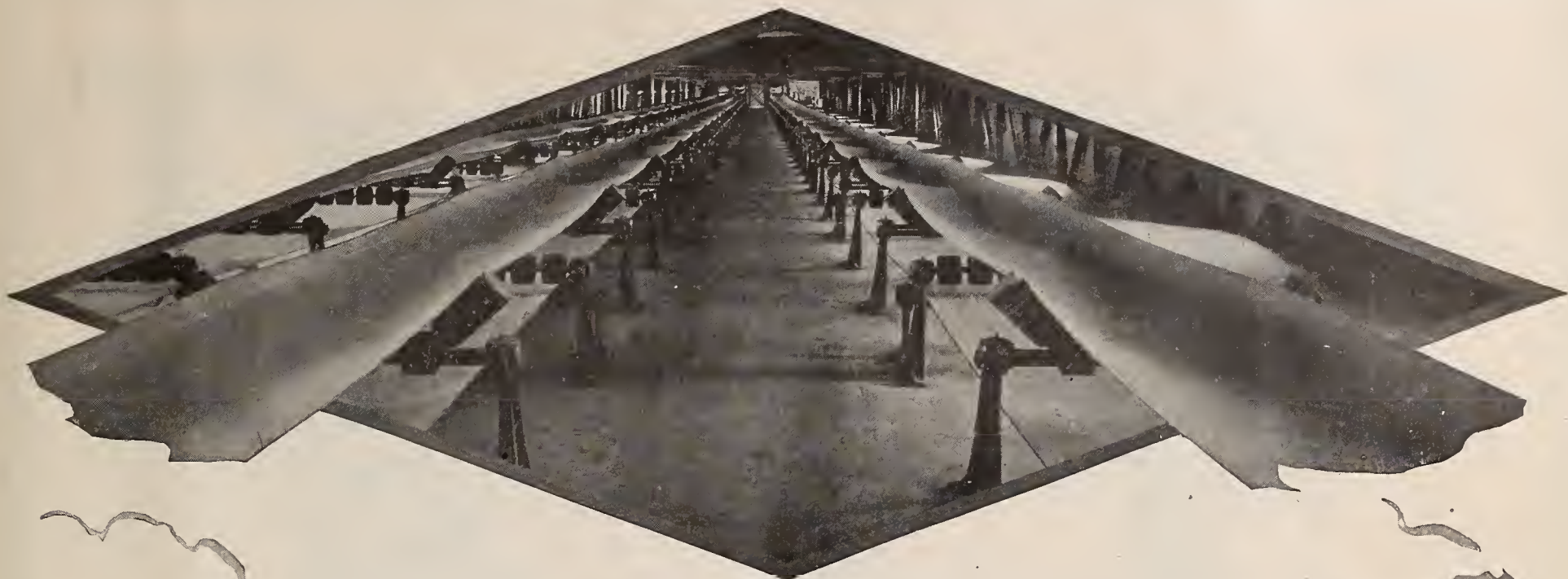
OUR TALKING POINT:

The Steady Increase in Sales in all "Constant" Lines

Everything for the Grain Elevator.

General Catalog Mailed on Request

B. S. Constant Mfg. Co. - - Bloomington, Ill.



Vital Factors in War-Time Speed

"More Grain and Faster" calls the Government. These demands, pressed incessantly upon you, require absolute concentration on the one task of producing. You've no time to waste with non-essentials.

It is imperative that your belts—vital factors in war-time speed—hold up steadily under continuous strains—and without attention. More than ever before your conveyors must at least approach the service quality of Diamond Grain Belts.

The Stern Call of War for Efficiency and More Efficiency, has caused elevator operators to choose Diamond Grain Belts in ever increasing quantities. In port terminals, at rail heads, in line stations throughout the whole nation, these belts are playing a great part in performing efficiently and economically the same task which confronts you. And we have yet to record a single case in which the service of Diamond Grain Belts has failed to satisfy the user.

The Diamond Rubber Company
(Incorporated)

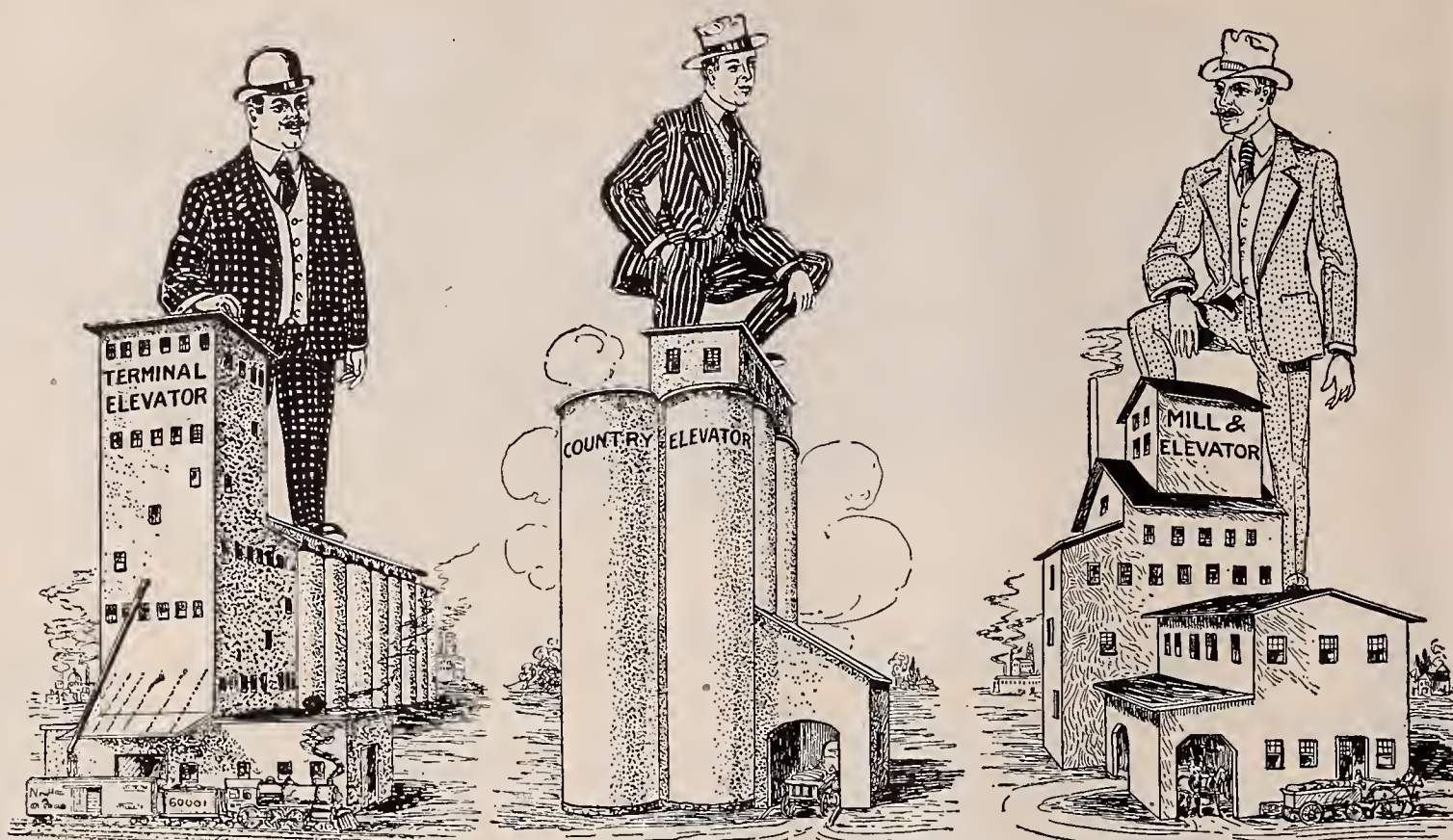
Makers of Diamond Tires and Tubes

Factories: AKRON, OHIO

Diamond

GRAIN ELEVATOR BELTS





Every Man Is Different—So Is Every Elevator

Men and elevators are much alike. They vary in size, shape and speed. No one suit of clothes will fit all men, neither will one grain drier fit all elevators. It is just as essential to have your grain drier made to fit your line of business as to have a tailor make your suit to measure.

You would not buy from a tailor who only had one sample of cloth and one style for all customers, neither would you think of buying a Terminal Grain Drier for a Country Elevator or mill.

The Randolph Engineers go about their work very much as a tailor does. First they *Scientifically* take the measure of your elevator, find out the bushels of grain handled and kind, and know exactly what is needed under all conditions—the worst as well as the best. From these measurements then we are able to tell you which drier is best suited to your line of business.

The O. W. Randolph Company takes the position of the custom tailor and builds grain driers for each individual purpose,—for the *Terminal Elevator*, for the *Country Elevator* and for the *Mill and Elevator*, so as to exactly suit the needs of each individual business, and in this way gives you better results and more efficiency at a minimum cost of operation and better quality of products.

RANDOLPH
The Grain Drier of No Regrets
THIS DISTINGUISHES THE BEST FROM THE REST

No other drier can give the same good service—no other drier can operate as cheaply.

Because the Randolph is the only drier that has its own independent heating system, a patented Randolph feature, that reduces the drying cost to the minimum without extra cost in building construction and boiler horse power. The only drier made to operate independently of the rest of the elevator without adding extra help to your pay roll.

The Randolph Grain Drier is the only one that is equipped with automatic temperature control. This enables the operator to maintain a uniform heat in his drying chamber regardless of the weather conditions outside. This is a feature that should not be overlooked for it is one of the most efficient parts in the operation of a drier.

And yet the Randolph Drier costs you no more than the ordinary kind.

No matter what shape your elevator or mill may be, high or low, you will find a Randolph that will fit your needs without extra boiler horse power.

Do not consider placing your order until you have investigated these features. You will find them only in this make of drier.

Which will it be, tailored or ready made?

 **O.W. RANDOLPH Co. TOLEDO, OHIO. U.S.A.** 

Tropical

Every great institution idealizes its products—that is day and night, year after year, unceasing effort is made to make the best still better. It is a matter not merely of dollars but of pride. We are justly proud of the TROPICAL paints—proud of the fact that after years of endeavor we are not only producing immense quantities of paints of unvarying excellence, but we are still searching for new opportunities to improve our service and add to the satisfaction of the users of TROPICAL Products.

For Outside Painting Try TROPICAL Elastikote

Paint camouflage is quickly detected out in the open. Only a paint of superior merit can withstand the assaults of extremes in heat and cold—the wind, the rain and the sleet. That is why elevator exteriors with their wide surface variations and exposure to the wild vagaries of the elements must be blanketed with a paint that is one hundred per cent honest.

TROPICAL Elastikote is not only absolutely reliable but it also presents an attractive appearance.

Consequently, it meets with the unqualified approval of elevator men. The TROPICAL institution stands back of TROPICAL Elastikote and guarantees its unvarying high quality. It is supplied in 16 different shades. Because it does away with the necessity for frequent and expensive repainting, TROPICAL Elastikote is the most economical exterior paint on the market.

Tropical Paint & Oil Co
CLEVELAND, OHIO

B & P SPECIAL ENAMEL

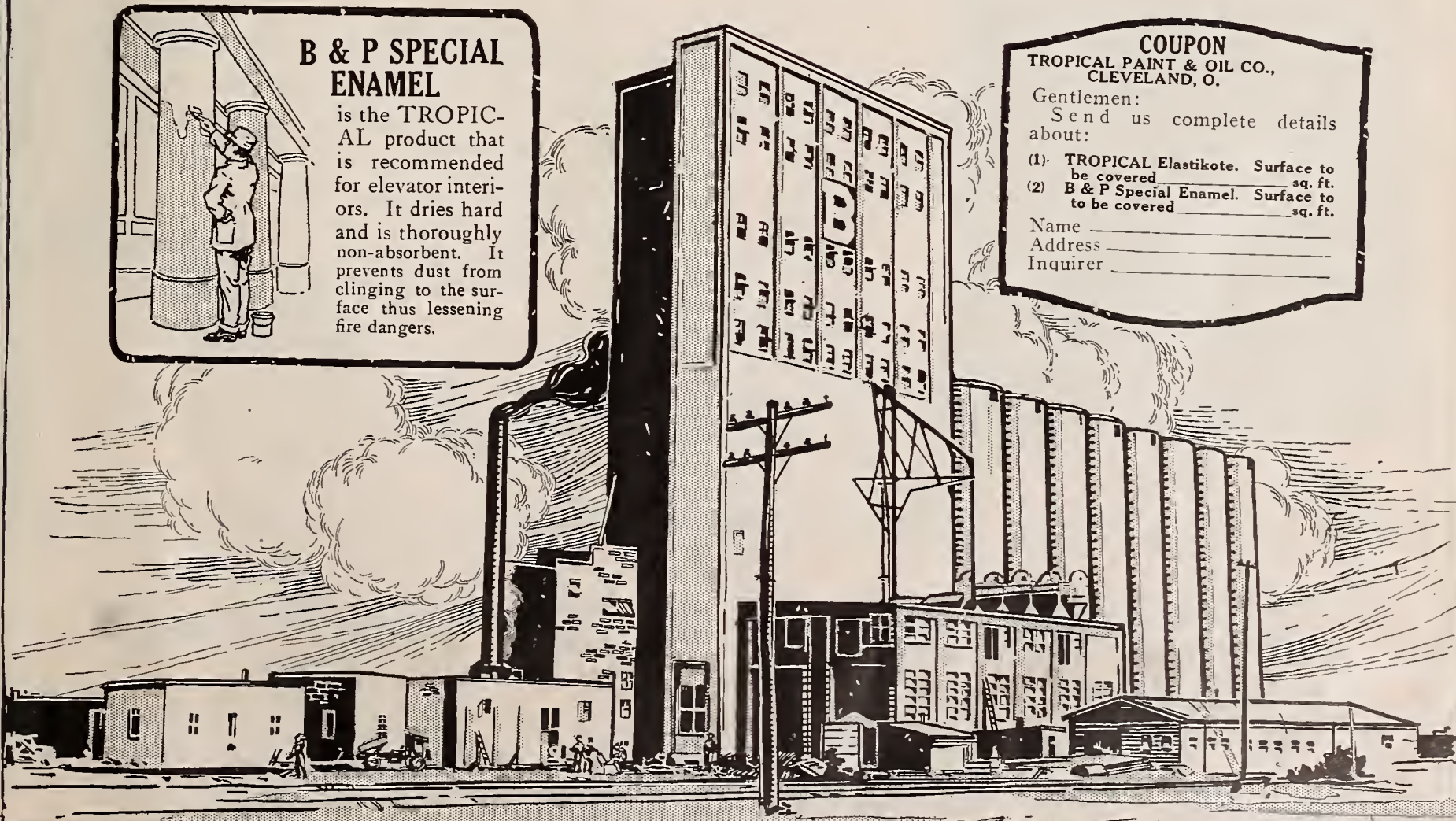
is the TROPICAL product that is recommended for elevator interiors. It dries hard and is thoroughly non-absorbent. It prevents dust from clinging to the surface thus lessening fire dangers.

COUPON TROPICAL PAINT & OIL CO., CLEVELAND, O.

Gentlemen:
Send us complete details about:

- (1) TROPICAL Elastikote. Surface to be covered _____ sq. ft.
- (2) B & P Special Enamel. Surface to be covered _____ sq. ft.

Name _____
Address _____
Inquirer _____



CINCINNATI'S

Hay Receipts Increase 100%

The hay receipts in the Cincinnati market during the last six months have increased over 100% due to the adoption and operation of the new

Hay Plugging System

a method of inspecting each and every car handled in this market

Best for the Shipper

Best for the Buyer

The plugging method of car inspection makes it possible to sell hay on its merits, or feeding value, and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.



GWYNNE BUILDING
New Home of the Cincinnati Grain & Hay Exchange.

When shipping or buying that next car of hay try any of the following firms of the

Cincinnati Grain & Hay Exchange

Blumenthal, Max

Brouse-Skidmore Grain Co., The

Cincinnati Grain & Hay Co., The

Cleveland Grain Co., The

De Mollet Grain Co.

Dorsel Co., The

Early & Daniel Co., The

Ferger Grain Co., The

Fitzgerald Bros. Co., The

Gale, A. C., Grain Co., The

Gowling, Alfred

Granger, Dan B., & Co.

McQuillan & Currus

Maguire & Co.

Mutual Commission Co., The

Cairo Board of Trade

H. S. Antrim & Co.
Cairo Elevator & Mill Company
Chas. Cunningham & Son
W. G. Cunningham
Halliday Elevator Company
H. L. Halliday Milling Company

Samuel Hastings Company
Hastings-Stout Company
Magee-Lynch Grain Company
Pink & Co.
Roberts Cotton Oil Company
Thistlewood & Co.

Good Service

Quick Returns

Central
Location

Best of
Facilities

Courteous Treatment

Official Weights
and Inspection



ARMOUR GRAIN COMPANY

GRAIN DEALERS

Now operating the new Chicago & Northwestern Railroad Terminal Elevator at South Chicago, Ill. Completely equipped with all modern machinery.

Consignments Solicited

We have every facility for handling all branches of the grain business

**208 South La Salle Street
Chicago, Ill.**

READ THE ROSENBAUM REVIEW

An ad-less magazine of 8 to 16 pages more or less, published weekly, by a big grain firm which renders proficient service whether the orders are large or small.

Consignments handled promptly and satisfactorily.

The ROSENBAUM REVIEW is an authority recognized by economists and merchants of grain. Send for sample.

J. Rosenbaum Grain Co.

417 POSTAL TELEGRAPH BLDG.

KANSAS CITY
FORT WORTH
GALVESTON

CHICAGO

NEW ORLEANS
NEW YORK
OMAHA

SIMONS, DAY & Co.

To those attending the Illinois Grain Dealers Association Convention at Chicago May 21st and 22nd,—we extend an invitation to make their headquarters at our office.

General Commission Merchants

Grain . Provisions . Stocks . Bonds . Cotton

CHICAGO, ILL.

322 to 330 Postal
Telegraph Building

Phone
Harrison 344

WELCOME TO CHICAGO May 21st and 22nd Illinois Grain Dealers' Convention

We want you with us. Make our offices your headquarters and become better acquainted with us.

The Gardiner B. Van Ness Co.

The Best Service—All the Time

639-645 Postal Tel. Bldg.

Chicago

Branch Offices: Champagne — Monticello

R U

going to attend the Annual
Convention of
Illinois Grain Dealers
Association

May 21st and 22d?

If you are our "latch string is out to you." Make our office your headquarters. Will be glad to see you any time.

RIORDON, WINSOR & CO.

Grain and Provisions

83 Board of Trade

Chicago

Hulburd, Warren & Chandler

EXTEND a cordial welcome to
delegates and visitors to the

Illinois Grain Dealers' Convention
May 21-22—1918

and offer the facilities of
their office.



E. V. MALTBY, Manager Cash Grain Dept.

Suite 988-902

208 SO. LA SALLE STREET
CHICAGO

Telephone Wabash 7640

FRANK CHEATLE }
B. L. FIGELEY } Traveling Representatives

POPE & ECKHARDT Co.

Commission Merchants

GRAIN and SEEDS**CHICAGO****Wagner**
1918-1919
Grain Letters*Use Wagner Cash Grain Service
Write or Wire Jim Fones*

Frank Crane defines Conviction as an automatic conclusion of the mind after honest consideration.

The **Wagner Letters** answer this description. We send them free to contemplative investors.

Evening Financial Letters (securities) on request.

E. W. Wagner & Co.

Established 31 Years

MEMBERS

New York Stock Exchange	St. Louis Merchants Exchange
New York Cotton Exchange	Milwaukee Chamber of Commerce
New York Produce Exchange	New Orleans Cotton Exchange
Chicago Board of Trade	Buffalo Corn Exchange
Chicago Stock Exchange	Toledo Produce Exchange
Cleveland Stock Exchange	Indianapolis Board of Trade
Minneapolis Chamber of Commerce	New York Coffee and Sugar Exchange

SUITE 706-208 S. LA SALLE ST.

Continental and Commercial Bank Building
CHICAGO33 New Street
NEW YORK**A Real Necessity NOW****GEO. B. CARPENTER & Co**
Catalogue

Now, more than ever, our new catalogue is needed on account of the dislocation of all normal sources of supply in every line of industry. You need everything that will help you; our 1100-page Catalogue will be your best friend—a real “buyer’s help.” You can have it on request. Send for it now; it will simplify a lot of things for you. Address Dep’t. 23.

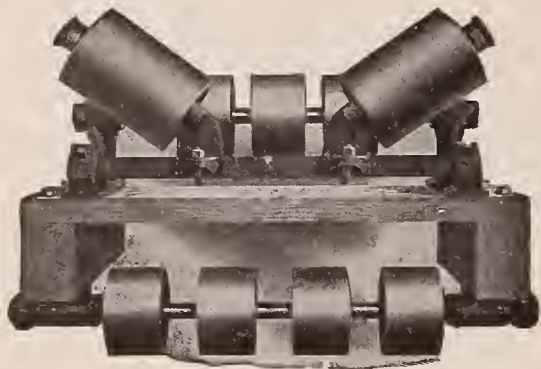
Ship Builders’ Equipment & Tools
Carpenter Tools
Electrician’s Tools
Machinists’ Tools
Machine Shop Equipment
Foundry Supplies
Blacksmiths’ Tools
Contractors’ Equipment
Mill Supplies
Well Diggers’ Tools
Railroad Supplies
Tackle Blocks

Wire Rope
Plumbers’ Supplies
Roofers’ Supplies
Paving & Cement Finishing Tools
Boiler & Engine Room Supplies
Grain Elevator Supplies
Hoisting Engines
Pile Drivers
Air Compressors
Pipe Fittings
Fire Fighting Equipment
Rubber & Oiled Clothing

Cotton Duck
Marine Equipment
& Hardware
Boilers
Engines
Derricks
Winches
Chain
Pipe
Bolts
Screws
Nails

Nuts
Paints
Oils
Cordage
Belting
Packing
Hose
Tents
Awnings
Flags
Pumps

GEO. B. CARPENTER & Co 440 No. WELLS ST. CHICAGO



Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies.

H. W. Caldwell & Son Co.
Chicago, Western Ave., 7th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street
DALLAS, TEXAS, 711 Main Street

BUY MORE
LIBERTY BONDS

Stern, Costly Facts

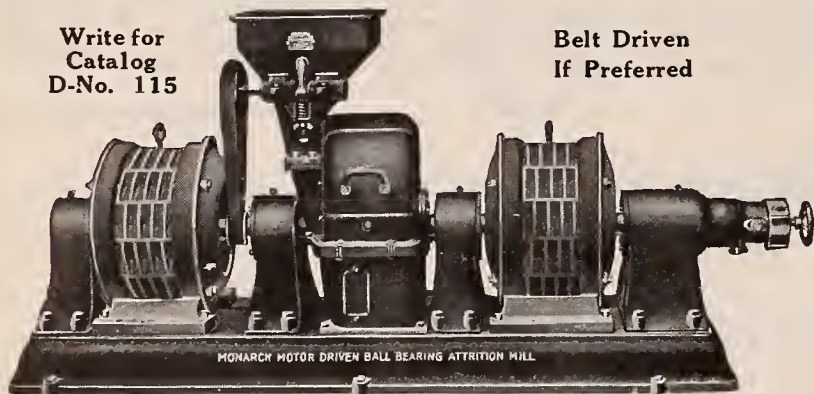
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

The Monarch Ball Bearing Attrition Mill

Write for
Catalog
D-No. 115

Belt Driven
If Preferred

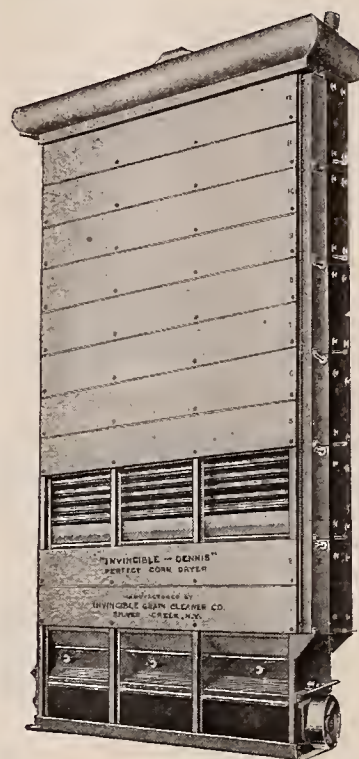


The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

SPROUT, WALDRON & CO.

Main Office and Works, MUNCY, PA. P. O. Box 320
Chicago Office: No. 9 South Clinton Street



JUST LIKE NATURE

INVINCIBLE dried corn is so like natural dried that many an expert cannot tell the difference.

Then consider the lower per bushel cost,—the absolute safety from fire and the ability to pre-determine the moisture content.

It leaves but one dryer.

THE INVINCIBLE

INVINCIBLE GRAIN CLEANER COMPANY
Dept. 1 SILVER CREEK, N. Y.

Liberty Bonds or Thrift Stamps
Back our boys with your money

Two Standard Books—

"MILLWRIGHTING"

By JAMES F. HOBART

400 Pages — 141 Illustrations

Price, \$3.00, Postpaid

"PRACTICAL HANDBOOK FOR
MILLWRIGHTS"

By CALVIN F. SWINGLE

411 Pages, with Illustrations

Price, \$2.50, Postpaid

Mitchell Bros. Publishing Company
431 So. Dearborn St., Chicago, Ill.

MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878 Alton, Illinois

Insurance on Flour Mills and Elevator
Properties.

Grain Insurance for short terms a
Specialty.

CASH ASSET - - \$894,085.38

G. A. McKINNEY, Sec'y

GRAIN TRIERS

Which will not clog or bind. Steel tubing fitted with maple pole. Point is turned of solid bar steel. Top is fitted with a bronze collar. Trier is 56x1 3/4 inches and has eight openings.

OTTO KELLNER, JR., 4028 S. State St., Chicago, Ill.

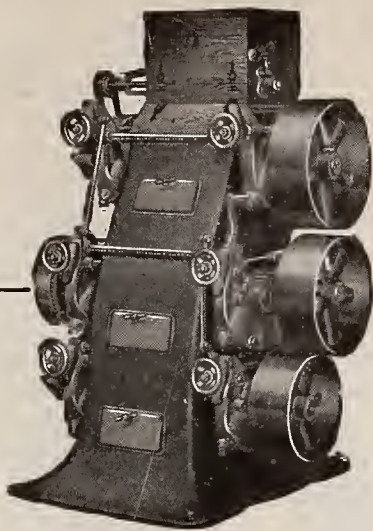


Gibbs' Patent Dust Protector

Is invaluable to operatives in every industry where dust is troublesome, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.10, Canada \$1.25, postpaid. Circulars free.

Gibbs Respirator Co.
"A" 124 East Ave.
OAK PARK, ILL

Elwood's Grain Tables, A book needed by every miller and grain dealer. It shows the value of any number of bushels or pounds of wheat, rye, oats, corn or barley at any given price from 10 cents to \$2.00 per bushel. Cloth bound, 200 pages. Mailed on receipt of price, \$1.25, by MITCHELL BROTHERS PUBLISHING CO., 431 S. Dearborn St. CHICAGO



You need this sturdy, capable,
general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co.
Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

**Nordyke &
Marmon Co.**
INDIANAPOLIS, IND.
Established 1851

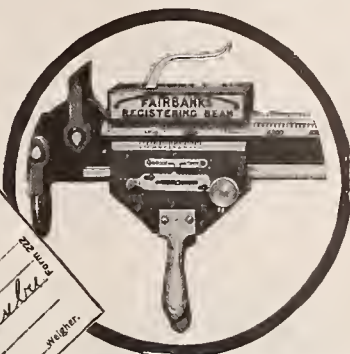
Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders



A Business
Builder

Authentic
Valuable
Printed Records



A Simple Grip
of the Handle
Prints the
Weight

TYPE REGISTERING BEAM
Date 1/3/18
Price 125 pounds
L. B. Perry

WEIGHED ON FAIRBANKS TYPE-REGISTERING BEAM
Load Corn R. B. Harris Date 1/3/18
From
Gross 84 90 lbs. To
Tare 23 50 lbs. Price 125 pounds
Net 61 30 lbs. L. B. Perry Weigher.

FAIRBANKS
Type Registering Beam

gives you permanent printed weight records for your protection. Convenient—indisputable. Lets your customers know exactly what each load weighs—adds to their feeling of confidence in you—increases your business. Any Fairbanks wagon or auto truck scale can be easily fitted with a Type Registering Beam. Its use prevents mistakes in reading weights and writing down figures.

FAIRBANKS, MORSE & CO.
Chicago—Manufacturers

**WAR SAVINGS STAMPS
DELIVERED TO YOUR HOME**

Tear Out—Fill In—Hand Letter-Carrier—or Mail to Post Office
TO THE LOCAL POSTMASTER:—Kindly have letter-carrier deliver to me on _____ (Date) for which I will pay on delivery:
\$5. U. S. WAR-SAVINGS STAMPS at \$_____ each
(State number wanted) (See prices below)
25c. U. S. THRIFT STAMPS at 25c. each.
(State number wanted)

Name _____
Address _____



W. S. S. COST DURING 1918					
April	\$4.15	July	\$4.18	Oct.	\$4.21
May	4.16	Aug.	4.19	Nov.	4.22
June	4.17	Sept.	4.20	Dec.	4.23
W. S. S. WORTH \$5.00 JANUARY 1, 1923					

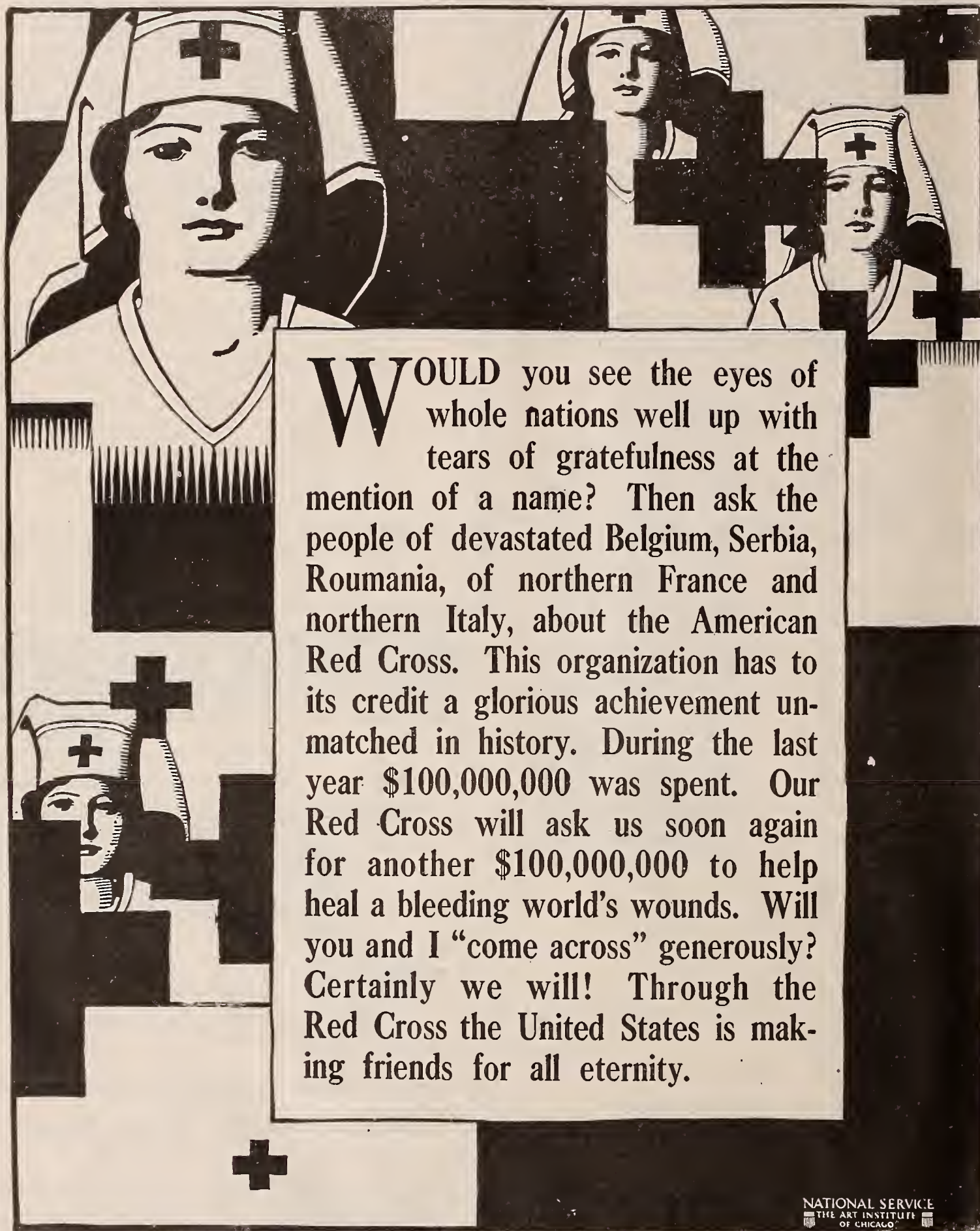
“Wheat Will Win War”
Therefore Protect It by Using

CLARK'S Chicago Metal
Dust Collector

Reduce Fire Hazard to the Minimum—All Metal Construction—No dust escaping in Mill or Elevator Building.
Why use the old style Bulky Cyclone? 98% Efficiency Guaranteed—The Last Word in Dust Collectors—Reasonable in Price—Special Systems for Grain Elevators.

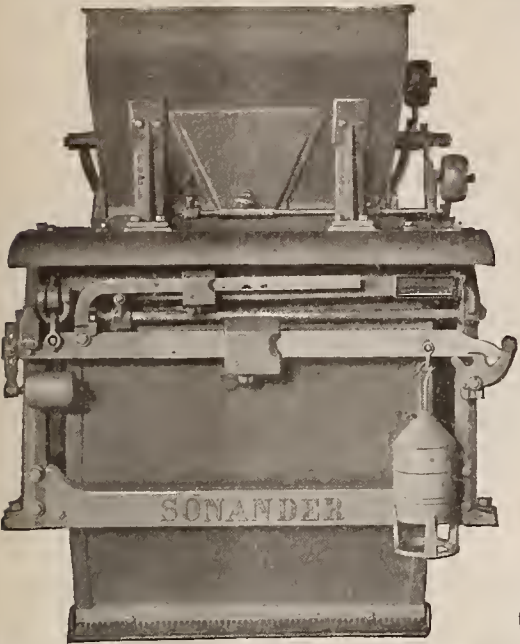
Write for New Circular and Particulars
The Clark Dust Collecting Co.
Dust Collecting Engineers
Fisher Building Chicago, Ill.





WOULD you see the eyes of whole nations well up with tears of gratefulness at the mention of a name? Then ask the people of devastated Belgium, Serbia, Roumania, of northern France and northern Italy, about the American Red Cross. This organization has to its credit a glorious achievement unmatched in history. During the last year \$100,000,000 was spent. Our Red Cross will ask us soon again for another \$100,000,000 to help heal a bleeding world's wounds. Will you and I "come across" generously? Certainly we will! Through the Red Cross the United States is making friends for all eternity.

NATIONAL SERVICE
— THE ART INSTITUTE
OF CHICAGO



Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

Howe Scale Co. of Illinois

409 Fourth St., St. Louis, Mo.
1510 Main St., Kansas City, Mo.

F. L. Rogles, Mgr
W. C. Peak, Mgr

Pacific Scale & Supply Co.
For Washington, Oregon and Idaho

46 Front St., Portland, Ore.
546 First Ave., So. Seattle, Wash.

Wm. Schweizerhof, Mgr.

HUMPHREY EMPLOYEE'S ELEVATOR

*The World's
Standard Belt
Man-Lift*

Endorsed and specified
by the best engineering
and construction
companies.

**The HUMPHREY
Patented Strictly Auto-
matic Stop Device**

Adapted for use on all new and old
Elevators of this type.

Particulars on application.

Humphrey Elevator Co., Sole Manufacturers,
FARIBAULT - MINN



Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY
STEAM and GAS ENGINES**

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION
MACHINERY, ROLL GRINDING AND CORRUGATING

Largest Factory and Stock in Western Country

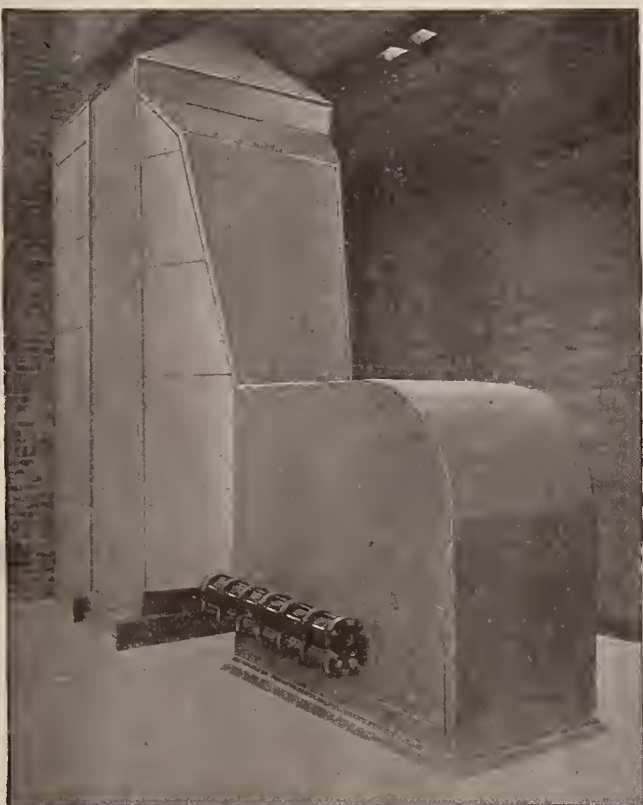
SEND FOR 450-PAGE CATALOG

GREAT WESTERN MFG. CO.

General Office and Factory
LEAVENWORTH, KAN.

Warehouse and Sales Room
1221-1223 Union Ave
KANSAS CITY, MO

THE ELLIS DRIER COMPANY CHICAGO ILLINOIS U. S. A.



A mill installation of a small
ELLIS CONTINUOUS FEED DRIER

Advanced Ideas

The main point of difference between the ordinary and the high class article is that the one embodies stationary and the other advanced ideas. Grain driers are no exception to the rule and if you are interested in a high class drying apparatus we would be glad to correspond with you.

The Ellis Drier Company

Postal Telegraph Building

GRAIN
DRIERS

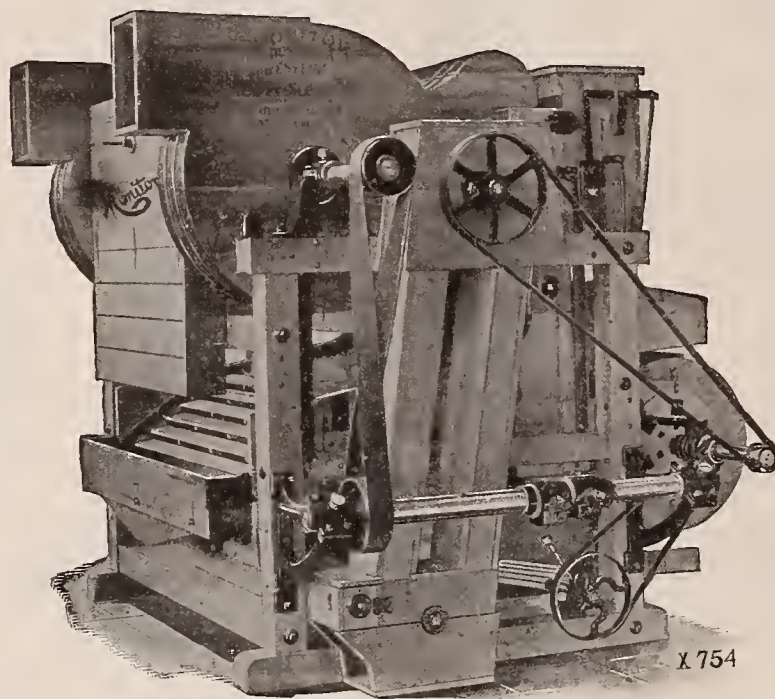
Chicago, Ill.

OAT
PURIFIERS



Monitor Northwestern Separator

FOR TAKING OATS OUT OF WHEAT



PATENTED

PATENTED

Not only is the best machine for
separating Succotash Mixtures
BUT
is a first class machine for all
around work on all kinds of grain
—you can't beat it.

Huntley Mfg. Co.**Silver Creek
NEW YORK****Huntley Mfg. Co., Ltd.****Tillsonburg
ONTARIO**

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVI.

CHICAGO, ILLINOIS, MAY 15, 1918

NO. 11

A New Dominion Export Elevator

Export Elevator at St. John, N. B., Will Handle Great Quantity of Canadian Wheat—All Year Port Well Equipped for Summer and Winter Shipments—Plans Made for Possible Enlargement.

ST. JOHN, N. B., has heretofore been the principal winter port for the export of Canadian grain, the business being handled mainly at Montreal during the summer months when the St. Lawrence River is open to navigation. On account of the scarcity of shipping, however, the handling of grain at St. John will probably continue through the summer months, as the elimination of the run up the river to Montreal will mean some saving in time to the vessels engaged in the trade. The new elevator for the Canadian Government Railways, recently completed, will be a decided aid to prompt vessel dispatch, as taken in conjunction with the Canadian Pacific Railway Elevator at West St. John, N. B., it will now be possible to deliver grain to eight different vessel berths.

The new elevator replaces a wooden structure of small capacity built many years ago and destroyed by fire in 1914. In rebuilding, however, the location of the plant was changed to take advantage of deeper water facilities. The gallery system in connection with the old elevator, some 2,200 feet in length, was not destroyed but was taken down and a great deal of the material utilized in the galleries shown in the illustration.

The elevator is 106 feet 3 inches long by 92 feet 9 inches wide measured on the outside of the first story columns and is entirely of the up-house type with two railroad tracks going through the first story. The overall height is 203 feet 6 inches from base of rail. The foundation is on solid rock and the construction is of reinforced concrete through-

out with the exception of the curtain walls in first story which are of brick, and the cupola which is of structural steel with corrugated galvanized covering. The roofing is of the Barrett specification type and the windows throughout are metal frame with wire glass.

Including the interspace and outside pockets there are 94 bins in all with a depth of 84 feet having an aggregate capacity of 600,000 bushels.

In the first story, which has a clear height of 24 feet, there are located four-track hoppers arranged in pairs, each hopper having capacity of one car load of grain, and a two-drum car puller designed to handle cars in either direction on either of the two tracks. There has also been installed one car loading spout and a 36-inch belt conveyor to serve the gallery system.

There are three elevator legs each with two rows of 7x7x15 buckets and 84-inch head pulleys. Two of the legs are intended for receiving and one for shipping if desired. The legs discharge to 2,000-bushel garners in the cupola which in turn discharge to 2,000-bushel hopper scales. One scale is arranged to discharge to car loading spout and all scales discharge to eight Mayo spouts in the distributing story which reach all bins. There is located in the distributing story one No. 11 Monitor Warehouse Separator which receives grain from one scale and discharges directly to bins.

As the elevator has been designed with the idea of erecting a fourth leg in the future, four scales and garners have been provided.

A passenger elevator operating between the first and top floors has been installed.

The belt conveyor system has been built for the purpose of delivering grain to vessels lying alongside the freight sheds adjacent to the elevator site. The system comprises four wooden galleries designated as Nos. 1 to 4. The supporting trestles are of wood over the freight shed roofs.

One-half of the elevator bins spout directly to the conveyor in first floor which runs north through gallery No. 1. At the tower shown in the illustration this conveyor discharges to another running through gallery No. 2. At the second tower this conveyor discharges to either one of the conveyors in galleries 3 and 4. Each of the latter is provided with a two-pulley tripper which discharges through vessel loading spouts of which there are 21.

Provision has been made in galleries No. 1 and 2 and in both towers for the installation of a duplicate conveyor for future needs. The elevator and gallery system is electrically operated and lighted, a small house of brick construction on concrete foundations having been erected at the south end of the elevator to transform the current used. A complete telephone and signal system has been installed throughout the elevator and galleries.

John S. Metcalf Company, Ltd., Chicago and Montreal, were designing and supervising engineers. Contract for foundation was let to Engineering & Contracting Company, Ltd., St. John, and for superstructure and equipment to the Fegles-Bellows Engineering Company, Ft. William, Ont.



THE NEW DOMINION EXPORT ELEVATOR AT ST. JOHN, NEW BRUNSWICK.
John S. Metcalf Company, Chicago and Montreal, Designing and Supervising Engineers.

Shippers and Carriers Far Apart

Conference on Loss and Damage Claims Fails to Produce Results Other Than to Show the Uncompromising Attitude of the Carriers—Question Now Up to Interstate Commerce Commission

NO RECENT happening has so strongly emphasized the impregnable barrier between shippers and carriers as did the almost farcical meeting of representatives on April 16 at Chicago, over the "loss and damage" question.

At the former meeting of grain shippers when the committee was appointed to confer with the carriers, there was evident an earnest desire to settle all differences, and the shippers were willing to go far in the matter of compromise. The different attitude of the two organizations is well shown in the reports of the meeting, the first, the official report of the grain dealers; the second, prepared by F. C. Maegly, chairman of the Carriers Conference Committee. The grain shippers report is, in part, as follows:

At the preliminary meeting on April 15 it was agreed to make a number of concessions to the carriers provided that the railroads would concede one point, which point is considered vital to the success of any plan.

This point is a simple one and upon it hinges the whole problem of the relations between the shipping and carrying interests. The grain men have always maintained that the carriers should recognize their right to payment in full for all claims for loss on cars with a clear seal record, when the weights of the shipper are properly policed or supervised.

It was decided at the preliminary meeting on April 15 to "stand pat" on this proposition. It was felt by everyone present that the grain shipping interests could never afford to sacrifice their common law rights, which rights had been established in the Illinois and other state courts, in order to reach an agreement with the railroads because any such agreement could not but end in friction. Every speaker present at the preliminary meeting agreed on this point. The sentiment was unanimous that it would be useless to offer concessions if the shippers were forced to fight every claim in court, no matter what provision was taken by the shippers to improve the scales at the elevators.

The preliminary meeting decided to offer the railroads many concessions if the latter would concede this point of paying claims on cars with clear seal records. The shippers would agree not to file claims where the difference in weight was one pound in every thousand, this difference being due to scale tolerance or invisible loss but not to natural shrinkage. The shippers never have admitted that there is a natural shrinkage, notwithstanding the decision of the Commission in the Crouch case. In any event to admit there is a natural shrinkage would be to jeopardize the interests of the grain shippers in the case now in the Federal courts and which case is being fought out by the Grain Dealers National Association and the Council of Exchanges.

The position taken by the grain shippers can not but appeal to the justice of an unbiased outsider. The grain men could not be expected to take any other stand after they agree to adopt any kind or type of scale that would be named by a committee of scale experts. Further than this they agreed to permit the railroads to supervise the scales after they were installed, or they would supervise them jointly with the carriers. In fact they agreed to anything that would satisfy the railroads as to the reliability of the shippers' weights, but after they had done this they insisted upon the payment of their claims without being compelled to fight each claim in the courts. In other words they believe the burden of proof is upon the carriers to show that the scales on any given shipment are not reliable. To take any other position would simply be to go to the trouble and expense of improving the scales and then to find themselves where they are now.

Promptly at 10 o'clock on April 16 the conference of the shippers and carriers was called to order by Examiner Wilson who presided all through the meeting and made a number of efforts to get the two interests together when they seemed about to split.

The shippers began by placing their position before the meeting. They stated that every difference that seemed to exist between the grain men and the railroads could be composed and satisfactorily met by concession if the carriers would agree to pay claims on clear seal records. If they would not do this there was no use in taking up the various differences.

"We might be here for a week and come to an agreement on all points but this work would be wasted if after it was finished we could not agree on the one vital point," said Chairman Goemann in his opening remarks. "It would avail us nothing to sit here and make concession after concession, to the carriers only to find that at the end of the conference we were just where we started. We insist upon first taking up the

question of the payment of claims without recourse to law and if the carriers agree to this they will find us more than ready to meet them half way in any propositions they may have to make to improve the loading, weighing and cooping of cars."

At once it became evident that the railroads would not agree to this, and it seemed that the conference would break up within 10 minutes after it had begun. F. C. Maegly, of the Santa Fe, the spokesman for the carriers, was vague and equivocal in his replies to the direct question as to whether the railroads would concede this vital point. At last he was forced to give a definite reply that the railroads would not grant the point.

After a protracted meeting interrupted by two adjournments for conference, the meeting was ended with no nearer an understanding than before.

THE RAILROAD'S REPORT

The report of the meeting, prepared by F. C. Maegly, is as follows:

The meeting referred to resulted from the recent investigation and opinion by the Interstate Commerce Commission, in case 9009, entitled Claims for Loss and Damage of Grain. The investigation was instituted by the Commission on its own motion.

Before setting dates for formal hearings, the Commission made extended investigation of conditions at first hand through the medium of its own investigators, in the field, at terminal market points, in the offices of terminal grain weighing departments, in the offices of weighing and inspection bureaus, and in the offices of carriers' claim and other departments; so that when the hearings commenced much testimony and many exhibits were presented by the impartial investigators of the Interstate Commerce Commission.

This testimony, which was largely supplemented by the testimony of shippers and receivers of grain, and by Boards of Trade, and by State Grain Weighmasters, and by carriers, showed that there was room for considerable improvement in the weighing conditions at market points, at terminal elevators, and at industries where the selling weights of grain are determined. The investigation further disclosed erratic weighing conditions and methods of determining the shipping weights at many of the interior grain shipping points. Also, that the supervision by the carrier of its service and record of condition of car during transit could be improved.

In its findings the Commission has urged more effective standardization of grain weighing equipment and the equipment used to convey the grain between scales and cars, more uniform and adequate inspection and cooping of the car box, and more adequate supervision of the transportation service and record of conditions in transit.

There never was a better occasion than the present one to bring about wholesome results. For example: let us standardize methods of inspecting and rejecting or accepting and cooping cars for grain loading to the end that any defects will be found and efficiently coopered preparatory to loading and shipping grain therein. Let us get the selling weight right, or within reasonable practical tolerance. Let us improve the accuracy of the shipping weights. Let us draft uniform instructions to employees entrusted with the weighing and handling of grain into and out of cars at the shipping and receiving points and en route, to the end that a complete record may exist, which will give all concerned greater confidence in the completeness and adequacy of the records.

The joint conference April 16 and 17 failed to agree because of a proposition submitted by the shippers' committee, which was that the joint conference submit to two small working committees to be appointed, the duty of drafting specifications for suitable grain weighing scales, and rules and regulations to govern the weighing of grain as shipped and as received, but insisting that the carriers in advance of such assignment to sub-committee must first agree to pay all claims on clear record cars.

This proposition assumes that 100 per cent efficiency will be attained in the shipping and receiving weights of grain, and that there are no causes of weight differences which are beyond the control of shipper, carrier and receiver, but it does not concede that like efficiency may be attained by carriers in the supervision of their transportation service and record.

If it is to be conceded that 100 per cent efficiency may be attained in the ascertainment of shipping and receiving weights of grain—a condition which does not exist today at any of the grain markets including those which have well developed grain weighing supervision—then, in fairness, it must also be conceded that the carriers' supervision of its transportation service and record can be made 100 per cent efficient.

The carriers' committee was hopeful that the joint conference would enter into the real spirit of the recommendation made by the Interstate Commerce

Commission; namely, by giving attention to those features of the service, at the points, and in the respects, requiring attention.

The carriers addressed themselves to the subject in the hope that earnest efforts would be made by all concerned to devise some plan for greater uniformity in the methods of weighing, and the instrumentalities used, and greater accuracy in the shipping and receiving weights, and greater efficiency in the carriers' transportation service and record, all to the end of avoiding the causes of claims for loss and damage of grain.

The carriers' committee is intact and stands ready to meet with a representative committee of shippers and receivers of grain, but it will not, in advance of negotiations, undertake to commit the carriers to a policy of paying claims on clear record cars, regardless of whether there was actual loss of grain from the car in transit or not.

ARBITRATION DECISIONS

The Arbitration Committees of the Grain Dealers National Association have handed down a number of decisions during the past month.

The Lake Shore Elevator Company of Cleveland brought a demurrage claim of \$96 against the Richter Grain Company of Cincinnati. The defendants shipped a car of wheat to the Cleveland firm, billing it to themselves without putting plaintiffs' name on invoice or directing that they be notified. Demurrage to the amount specified in the claim had accrued before plaintiffs were notified. The committee held that the Richter Grain Company were at fault and ordered them to pay claim and cost of arbitration.

* * *

The Richter Grain Company of Cincinnati brought claim for \$509.86 against Wood & Sons of Richmond, Va., for loss on a car of No. 2 rye which was refused at Richmond and sold at Baltimore at a loss of amount claimed. The car was hot and musty on receipt at Baltimore and defendants claim they did not receive inspection certificate with bill of lading or draft. Plaintiffs swore that car was shipped on day of inspection and duplicate certificate afterward sent shows that car graded No. 1 rye at Cincinnati. Committee held for plaintiffs and ordered Wood & Sons to pay claim and cost of arbitration.

* * *

McDonald & Co. of New Albany, Ind., brought claim for \$169.97 against Stringfellow, Padgett & Co. of Jacksonville, Fla., for loss on car of oats refused by defendant and sold at a loss. Terms of sale specified route. Car was routed differently and committee held for defendant, ordering McDonald & Co. to pay cost of arbitration.

* * *

Hales & Edwards Company of Chicago brought claim of \$182.73 against the Mayo Milling Company of Richmond, Va., for a car of No. 2 Red rust proof oats. Oats graded "sample white oats" at Richmond were refused by buyer and sold at a loss. Car was shipped on in-inspection at Chicago and afterward transferred to another car. In rendering its decision for defendants the committee said:

It is the opinion of this committee that should the practice of using in-inspections be generally used that it would open up an avenue for the practice of fraud and deception which would throw the grain trade into confusion and would oftentimes bring an otherwise reputable market into disrepute by the acts of some individuals who might be disposed to take advantage of that privilege and not deal fairly. A purchaser of grain out of any market, on the weights and inspection of that market, is certainly entitled to an inspection certificate and weight certificate issued and dated at the time of shipment, as he assumes all hazards from that time on, and in many cases a few days might have a material difference in the weight or condition after the inspection is made, as there must of necessity be a point in every grain transaction where the liability of the seller shall cease and the liability of the buyer commence, both as to inspection and as to weights. The wording as shown in this confirmation, "Chicago official inspection," should only mean an out-inspection and at the time the grain was changed from the liability of the seller to that of the buyer or his agent, the Railroad Company.

Therefore, in this case we would find for the defendants and order the costs of arbitration to be paid by the plaintiffs.

* * *

H. C. Carson & Co. of Detroit brought an appeal case against C. E. Nichols & Co. of Lowell, Ind.,

which had been decided in favor of the latter by the Arbitration Committee of the Indiana Grain Dealers Association. The decision of the Indiana committee was sustained except that the award was reduced from \$80 to \$58.80 with interest and cost of arbitration.

* * *

W. F. Starz & Co. of Fowler, Ind., brought claim for \$97.36 against Dumont, Roberts & Co., of Detroit. The dispute arose over the price of 452 bushels and 48 pounds overage on a contract of 15,000 bushels, 3 or better corn. The committee decided:

It is the opinion of the committee that as this was a round lot sale of 15,000 bushels of corn, that it was the privilege of the shipper to load out same in as few cars as would best suit his convenience, or, in accordance with the railroad regulations in force at his shipping station, and that this shipment should be treated as between these litigants as a unit, and that Rule 14 should apply. While it is a fact as claimed by the defendants that this corn after it arrived at Detroit was their property to dispose of in any manner that they saw fit, and could parcel it out by the car to best suit their convenience, yet any action of theirs after the acceptance of the grain at Detroit was wholly at their own peril, and any loss accruing to them by reason of such parceling could not be chargeable to the shippers.

As their sale was made on Detroit weights, and certainly on a round lot sale the amount of shortage or overage could not be determined until the last car of the shipment was weighed.

Therefore we order Dumont, Roberts & Co. to pay to W. F. Starz & Company the sum of \$97.36 and the costs of arbitration.

CANADA'S FOOD CONTROLLER

The grain trade is familiar enough with Mr. Hoover's history and characteristics. We have heard of his capacity for work, his success as a mining engineer and organizer and of his wonderful work in Belgium. And we are quite as ready to take off our hats to him for his record as Food Controller of the United States. Over on the other side of our northern boundary they seem to have a man on the job, who, except in physical proportions, is very much like Hoover. Henry B. Thomson is the head of the Canada Food Board and is getting results. He is described by John R. McMahon in the *Country Gentlemen*, as follows:

"Canada's man of the hour in solving labor and other problems is Henry B. Thomson. He recently became head of the Canada Food Board. He has the dimensions of a Jess Willard—6 feet 4 inches height and 190 pounds of muscle. They call him the Big Moose in British Columbia, where he has lived since he came over from Ireland in 1893. He has mined gold, canned salmon, manufactured overalls, built ships, gone to Parliament and remained a bachelor, with big fists, a slouching gait and irrepressible energy. He wandered down to Ottawa from the West last November, having been asked to come, but nobody thought he was going to turn out to be the super-Hoover of Canada. Why super-Hoover? Well, he is the virtual head, not only of food control but likewise of Canada's food production, including the farm-labor problem.

"Thomson, of B. C., is a direct actionist and a sworn foe to red tape and pussyfooting. A direct wire connects him with the live wires at Washington, D. C., and he uses it frequently, as, for example, the other day when 20 minutes of wiring accomplished what would require three weeks in the regular official routine. With a mania for big things in quick order, he also pokes into details, like the get-up of the remarkable poster for the Soldiers-of-the-Soil movement. It is about as easy to interview Thomson as the Selkirk Mountains."

AID TO GRAIN INSPECTORS

To simplify the mathematical computations which analysts must make in converting the weight of mechanical separations of corn and wheat into percentages, under the United States Grain Standards Act, the United States Department of Agriculture has published a manual containing directions for taking samples and tables from which percentages may be determined at once from weights. The publication is Department Bulletin 574, and it is available to grain inspectors and to grain and seed analysts.

A Grain Elevator Tour in War-Time

No. 6—The Chalmette Elevator

BY JAMES F. HOBART

ALMOST everything has a tinge of war about it in New Orleans at this time. The names of the streets take war color too: "Rampart," "Magazine," "Barracks," "Camp," "Encampment," "French," "Frenchman," "Hospital," "Independence," "Front," etc., all set in motion military wave-vibrations.

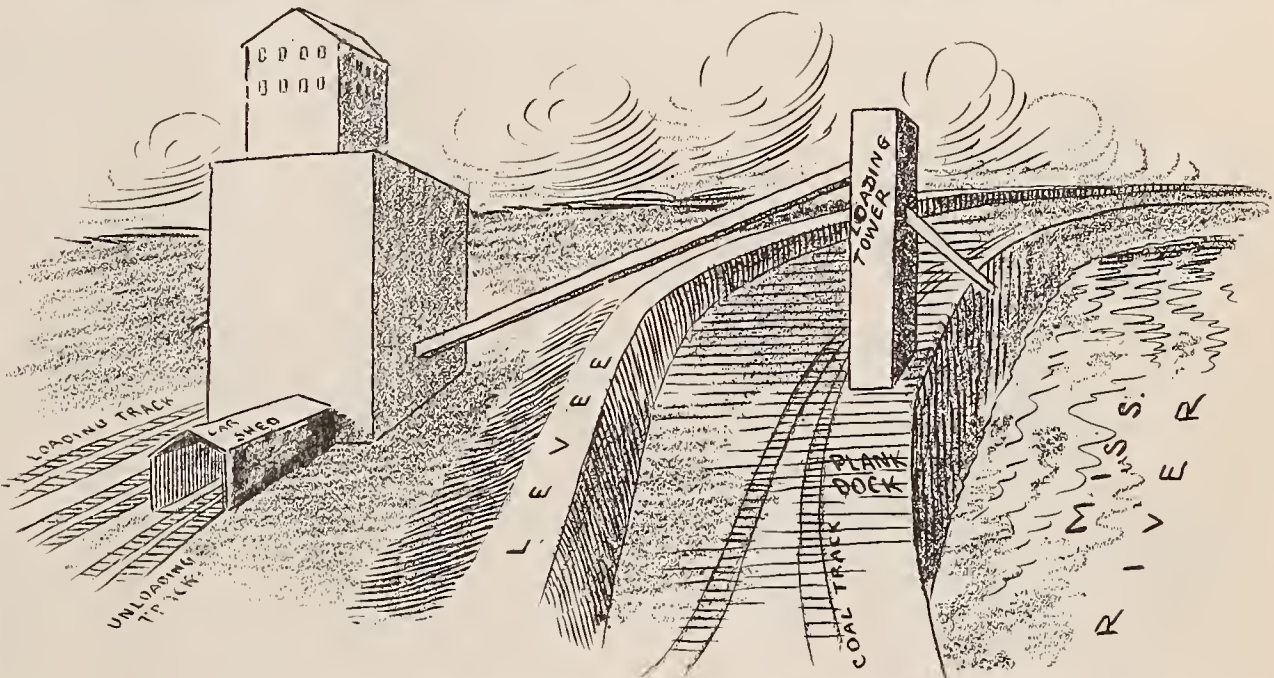
About 10 miles of the river front is now under military control and woe to the hobo who seeks to remain in his wonted under-dock den. Anybody and everybody who has business on the water front must now procure a passport. No matter whether a man be employer or employee, he must have a pass with his 1¼-inch photo placed thereupon, together with his name, nationality, occupation, name of employer, location of work and some other information which "Uncle Sam" requires for protective purposes.

Three cards and photos must be made for each man, one for the United States Marshal, one for the employer of the man, the other card and photo for the man himself. As it is estimated that 50-

nue, I saw one of the trainmen leap off a freight car ahead of the one passenger coach, and sprint down the avenue ahead of the train. "Just gone home to breakfast," remarked a commuter. "He will catch the train again in a few minutes!"

The train deposited me at a siding in Chalmette, called "The Crossing" and it was in order to hike half a mile down to the river bank across swamps and through pools of water where the track had sunken rail deep in black, Louisiana ooze, which sticks as tight as do Louisiana ticks! Just before leaving the train, my eye was caught by the Chalmette monument which marks the resting place of 15,000 soldiers since the time of the blue and the gray. The monument stands by the noble river, a beautiful shaft, surrounded by the thousands of white marble stones, shipped all the way from Vermont.

Just before reaching Chalmette, our train set out 15 cars of stock at the New Orleans abattoir, but that did not prevent the train from taking an hour and 15 minutes in which to make the 6-mile run



"THE CHALMETTE ELEVATOR STANDS IN A LONESOME PLACE"

000 men in New Orleans have daily business on the docks, there must be provided 150,000 photographs and as many cards, therefore the matter of dock passes for the city is not a small item either of work or of expense.

The Public Elevator and the Illinois Central "D" and "E" each require a big bunch of passes for their workmen. These passes are taken up if presented by other than the man pictured thereupon, and the bearer of the pass arrested, thus making a pretty sure thing that no man gets upon the docks without some of the guards knowing pretty well that he has a right to be there.

My schedule called for a visit to the Chalmette Elevator about 6 miles down the river. In the afternoon of a recent day I went to the railway station and was told by the freight clerk that trains left at 6 and 7 o'clock A. M., also at 12 noon. Next day, rode the 2 miles by trolley to the railroad station (wonder why so many Southern stations are 2 miles or more from anywhere?) and was told by another freight clerk that there was no noon train and never had been any!

Then, I got desperate and procured the latest time table to be had in the terminal station. The leaflet read:

Gulf Coast Lines
LOUISIANA SOUTHERN RAILWAY
(N. O. T. & M. Ry., Lessee)
(In effect November 19, 1916!
subject to change)

By this latest (?) timetable, found that a train left at 7 A. M. and made the 6 miles to Chalmette in 40 minutes! So, next morning, I was there. Before we had gone many blocks out St. Claude Ave-

and the trainman who went on ahead had no trouble in getting his breakfast and back to the train again!

But in that swamp! Oh, the mosquitoes! First I used one hand to bat the black flies and smashed 'skeeters with the other, but very soon I was glad indeed, to let the flies "go as you please" and smash 'skeeters with both hands. Sometimes, upon taking my hand away after a slap, would find a dozen "wriggling cusses" caught between my fingers. Am told they don't have to use pitch pipes at the Mississippi River Camp Meetings—just pitch the tunes to the hum of a 'skeeter.

Just after getting through the swamp, an old colored Aunty came along, wearing a dress which would shame a sunflower bed and with a dinky turban hat the like of which never was seen on Fifth Avenue in New York. Several hundred mosquitoes had accompanied her through the swamp and she laughingly said: "'Pears as like de 'skeeters am mighty tame dis mawnin'!"

When I came back from the elevator, I hiked a couple of miles up the levee to the nearest New Orleans street car line and let the fast train come home by itself, which it was expected to do about sundown. While walking home, I saw some mosquitoes "running the guard" which will be told later.

Like nearly all lower Mississippi structures, this elevator stands secure behind a well-built levee or dike which keeps "Old Missip" within bounds when its 200 or more feet of depth is not sufficient to carry away the water which comes down and the river level rises 15 or 20 feet more!

The elevator is a good wooden structure, not

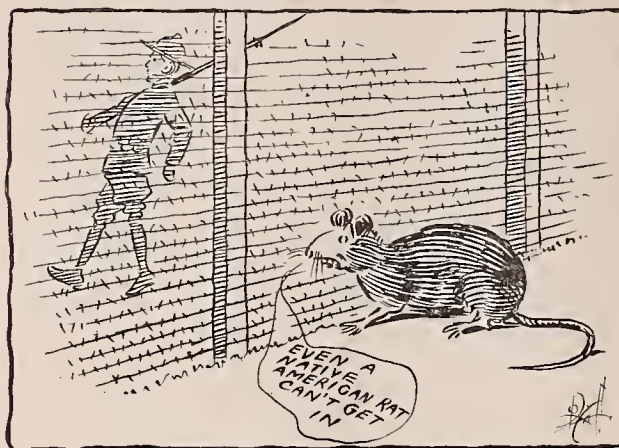
modern, by any means, but in first-class condition, kept in the best of order and repair, and fitted to handle 500,000 bushels of any kind of grain, but for the past year has not received a bushel of wheat, oats and corn being the grain received.

It surely is a lonesome place. The Chalmette Elevator stands, tall and black, all alone, and not another building save its power house within a mile! The elevator is owned by the Louisiana Southern Railway Company which, three years ago, leased the elevator to the J. Rosenbaum Grain Company of Chicago. In 1915 the elevator was turned over to the Chalmette Export Company, which concern will operate the elevator until this spring, when the lease will terminate.

The future of the elevator is problematical. For the past year it has not been able to get a bushel of wheat, handling oats and corn accordingly as it could get those grains, taking mostly the overflow which could not be handled by the large elevators in New Orleans.

Since January, 1918, the elevator has handled very little grain and at the time of my visit, there was not a bushel of grain in the building and the bins had been swept out clean. Several causes contributed to this condition of things. The near expiration of the lease was one; but the principal

man of the elevator expressed the matter. There is only one loading chute at the river bank, but it is served by a 36-inch belt conveyor which enables a large volume of grain to be sent over the 500 feet between the elevator and the river. The sketch shows the peculiar arrangement of tracks, there being three of them, one switch leading past the unloading sinks, another switch past the loading-out



"A RAT-PROOF BARBED-WIRE FENCE"

side of the elevator, and a third track running along directly past the ship loading-tower at the river bank.

The elevator is driven entirely by electricity, individual motors being used, a dozen or more being distributed around the structure. As originally built, the elevator was steam driven but about 10 years ago, electricity was put in and the boilers and engine removed. A power house some distance away supplies current to operate the motors and the large lights which illuminate the elevator at night and for many feet around it in every direction.

Thus, there is not a particle of fire in the elevator at any time. Still, the structure is a wooden one, miles from fire protection, and the insurance rates, which are mounting by leaps and bounds, are a considerable factor in the future operation of this fine elevator, which is surely deserving of better things than standing idle and empty!

Not caring to wait all day for the return of the "6-mile train in 75 minutes," the writer determined to return to town along the levee to the nearest street car line. Accordingly the distance was asked of a native who "reckoned it was a right smart piece" and that it was a quarter of a mile to the Southern Pacific slip, then would have to walk around that, "another right smart piece!"

Well, I walked up the levee a quarter of a mile, then another quarter and then some. Finally a U. S. Customs Inspector was met, who said "The Slip" was about a half a mile farther on! It has always appeared to the writer that Southern miles were all measured by a darky who used a coon skin as a unit to measure with, and, for good measure, threw in the length of the tail each time; also,

that the lazy darky neglected to tally about one-half of each hundred lengths of the skin!

All along the railroad, and in many other places, were ditches and pools which were alive with crayfish, and boys from town came out and scoop-netted gallons of them, which sure went mighty well on "meatless days" and in between times as well.

The Government's guard of soldiers now extends nearly 4 miles south of the city, the big slip of the Southern Pacific being the limit of the present guard lines. And on that damp, foggy, windless morning, after I escaped from the 'skeeters in the swamps, and had visited the elevator, I found, as I walked up the levee, a long string of soldier-boys busily engaged in guarding the run, with mosquitoes a-plenty, "running the guard!"

There seemed to be a soldier about every 100 yards and 100 mosquitoes about every inch! One of the "boys," having become desperate, had poked his head, just to his eyes, through his poncho, and there he stood, with just his hat and bayonet sticking out, with millions of the pesky little insects buzzing around him from head to foot, in streams, divisions and battalions!

While crossing the swamp from railroad to elevator, I met the resident superintendent of a nitrate plant which was located right in the worst part of the swamp. After a couple of "howdys" I asked: "How do you manage to exist there among these



THEY ATTACKED IN MASS FORMATION

fierce mosquitoes?" He laughed and said: "Guess I'm immune. Have been down here for 12 years and I don't mind 'em a bit!" But I did. And I haven't yet got done being grateful that they were not the kind which tote malaria!

BACK TO SOURCE.

The Food Administration has added a new department to its activities which is planned to save the wheat and other small grain that is usually wasted at the threshing machines. This brings Government control of grain pretty close to its source. The announcement of this new division by the Food Administration is as follows:

In cases of conspicuously poor threshing nearly 10 per cent of the grain has, in the past, gone into the straw stack. Last fall many farmers in the Central West rethreshed old wheat stacks and recovered large quantities of marketable grain.

Effectively to conduct this season's drive for more careful and cleaner threshing, a special grain threshing division has been established under the Food Administration Grain Corporation, with general offices at No. 42 Broadway, New York City. At the head of the new division is Captain Kenneth D. Hequembourg, U. S. R., an active wheat producer of Oklahoma, who has had first-hand threshing experience.

The division has already arranged, as a part of its organization, to have county threshing committees carry the educational and mechanical activities planned to every threshing machine owner and operating crew in the United States.



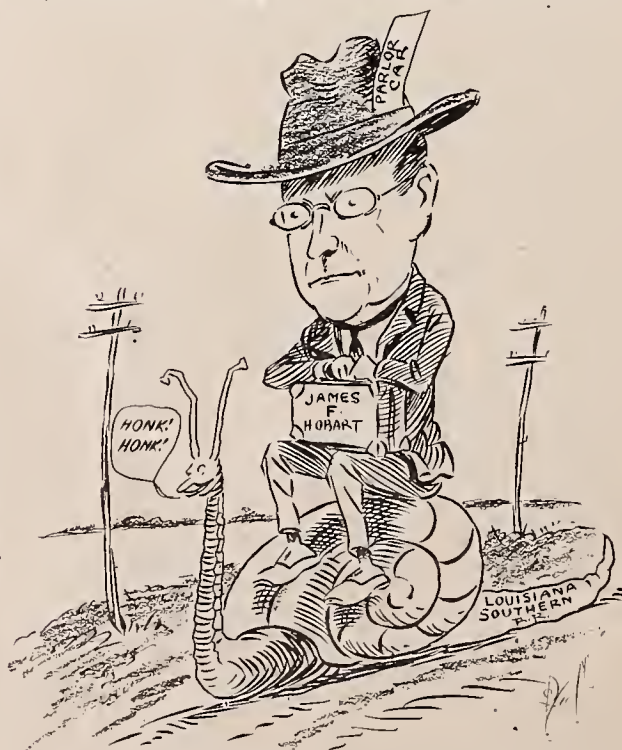
SUGGESTED EQUIPMENT FOR GUAROS

one was that the "Powers that Be" insisted upon having four armed guards on duty in place of the two which the lessee provided.

The sum of \$240 a month for guards alone, proves a pretty heavy burden upon a small elevator which can get only a small portion of the grain its capacity demands. The Government also compelled the elevator to establish big electric lights upon all four sides of the house and to erect a 10-foot barbed wire fence which seems almost rat-proof, so thickly were the strands of wire placed upon the massive 8x8-inch yellow pine posts. The latter were spaced only 12 feet apart with 19 strands of wire fastened to them, 18 wires, 6 inches apart direct to the posts and another wire carried on an "overhang" which was spiked to each post. In addition, there were two band stays between each pair of posts.

The elevator has two unloading legs and four cars can be spotted at the same time in the curved shed. There are two loading-out legs and, with five weighing machines, the elevator can load in and out at the same time. Formerly, there were three receiving legs, but one was removed to make room for a drying arrangement, also for the placing of the loading-out bin in the middle of the building instead of at one end as when erected. This change makes it possible for each and every bin in the elevator, both for receiving and delivering, to be operated by gravity, therefore there is not a conveyor in the building!

The bins are so compact, being small but tall, that gravity distribution commands each and every one of them, both "going and coming" as the fore-



TAKING THE FLYER TO CHALMETTE

The New York Grain Conference

Grain Corporation Holds First Conference With Grain Trade as a Whole—
Many Important Plans Discussed—Advisory Committee Appointed—
No Prospect of Wheat Futures

NEW YORK City was the mecca of the grain trade late in April and as a consequence the Visitors' Register on the New York Produce Exchange contained the names of more visitors than ever before known at one time. This great pilgrimage was in answer to the call for a general grain trade conference sent out by Julius H. Barnes, president of the United States Food Administration Grain Corporation. At a conservative estimate, fully 200 responded, this number including delegates from all the principal exchanges of the country and all departments of the grain business; country shippers, country and terminal commission men, general commission men, terminal elevator men and exporters. The wide-spread interest in this conference and the general appreciation of its importance were demonstrated by the fact that delegates came from all sections of the country; from North and South Atlantic States; the Pacific Northwest and Southwest; the Gulf; the Great Lakes; and the great Central West. To a certain extent this conference was an outgrowth of the original meeting held in Washington last August when numerous representatives assembled and made arrangements to have the grain business of the country carried on under the supervision of the Grain Corporation, which plans were then submitted to Congress and accepted. The purpose of the conference was primarily to afford the Grain Corporation an opportunity to report to the trade what had been accomplished and to ask for comments and suggestions to guide them in the future.

Through the courtesy of the Chamber of Commerce of the state of New York, the large hall of that organization was used for the meetings, Eugenius H. Outerbridge, who was just completing a term as president, having declined a renomination, welcoming the Food Administration officials and the trade delegates with a few felicitous remarks. Two long and extremely busy sessions were held on Tuesday, April 30, and Wednesday, May 1, and a universal spirit of good-fellowship and co-operation prevailed throughout. At the conclusion it was the universal opinion that all interests would work with the utmost harmony and that the officials of the Food Administration would do everything in their power to facilitate the conduct of business along the most practicable lines and with as little interference as possible with normal procedure.

At this juncture it should go on record that Mr. Barnes as chairman of the conference conducted the meetings with conspicuous fairness and judgment. Throughout the long sessions he maintained his attitude of imperturbable calm and patience, which certainly is no small accomplishment, as will be conceded by all who have had occasion to attend such gatherings where there are so many who have opinions to express, and many by means of tediously long speeches. Other officials of the Grain Corporation and its various zone representatives also came in for their share of praise, numerous delegates speaking enthusiastically of their courtesy and fairness, and their willingness to help the members of the trade in every way possible.

On the day preceeding the opening of the conference a preliminary meeting was held at the offices of the Grain Corporation. This was attended by the officers of that organization and the Grain Zone Agents who discussed their own problems and arranged a program for the main conference. The following is a verbatim copy of the official program, which was carried out without deviation or unnecessary interruption.

SUGGESTED METHOD OF REACHING DISCUSSION OF POINTS AFFECTING GRAIN HANDLING TRADE

Discussion desired to bring out experience under past eight months operation, and changes suggested or desired by the trade in the event of the

hoped-for larger crop, or in the event of a disappointing outturn again.

I. Country Dealer Problems.

1. Limitation of storage period.
2. Seed wheat supply and distribution.
3. Present Grain Corporation contracts.
 - a. Direction of shipments.
 - b. Storage privileges.
 - c. Automatic allowance for car delays.
4. Federal grades.
5. Country buying margin.
 - a. Should it be fixed?
 1. If so, should it be the same for all sections?
 - b. Suggested basis.
 - c. Attitude of independent elevators.
 - d. Attitude of line elevators.
6. Local mill buying competition.
 - a. Over pricing.
 - b. Over grading.
7. Present Food Administration reports required.
8. Has stabilized price reduced hazards of business?
9. Country dealers attitude as to encourage farm marketings wheat.
10. Has country dealer earned fair return past year?
 - a. If not, was it due to poor crop outturn?
 - b. If not, in what respects was limiting of opportunity due to Food Administration rules?

II. Terminal Problems.

1. Elevators.
 - a. Scale of charges for service.
 - b. Should elevators operate solely as public facilities and not do any merchandising?
 - c. Mixing and treating of wheat for higher grades.
 1. Should scale of charges be made for this and open to all?
2. Fire Insurance Limitation.
 - a. Safety requirements.
 - b. Present reports required.
3. Has Terminal elevator business been profitable?
 - a. If not, to what extent due to poor crop yields?
 - b. If not, in what respects was opportunity limited by Food Administration?
 - c. If not, will ensuing next few months overcome any deficit?
4. Commission men.
 - a. Has the commission basis of 1 per cent Grain Corporation diverted any business from established commission houses.
 1. Loss of income on directed wheat
 2. Loss of income on terminal buying.
 3. Has business generally earned fair return?
5. Relative market basis.
 - a. If stabilized price basis necessary, could all terminals agree on relative basis between them.
 - b. Effect Government guaranteed basis various markets.
6. Future Trading.
 - a. Wheat hedging with stabilized price.
 - b. Wheat hedging with Government guarantee.
 - c. With coarse grain hedging, will established traders earn fair return?

III. Seaboard Problems.

1. Elevators.
 - a. Any criticism on public scales?
 - b. Seaboard mixing for higher grades.
 - c. Have they earned fair return?
 1. If not, will next few months overcome any deficit?
2. Exporters.
 - a. Field opened bringing grain to seaboard.
 1. Is this proper field for maintenance?
 2. Will coarse grain business maintain seaboard houses without wheat.

IV. Milling Questions as Affecting Grain Handling.

V. Coarse Grain Problems.

1. Present regulations.
 - a. Sixty days' supply.
 - b. Sixty days' sale period limitations.
2. Allied buying confined to f. o. b. seaboard.
3. Neutral buying if allowed.
4. Present reports required.
5. Railroads.
 - a. Aid in car supply.
 - b. Permit system.
6. Lake Transportation.
 - a. Assurance of tonnage from lake carriers, as last fall.
 - b. Maximum rate policy.
 - c. Assumption controlled discharge at Lake ports to prevent vessel blockade.

VI. New Crop Problems, Wheat.

1. Price stabilization.
 - a. Elimination of wheat speculation.
 - b. Government guaranteed price.
 - c. Would large crop press on guaranteed price?
 - d. What size crop?
 - e. How stabilize, if contract for price observance relaxed?
2. Relaxed Control.
 - a. Thirty days' storage.
 - b. Thirty days' sale period.
 - c. Effect competition millers and mixers for qualities.
3. Relative markets.
 - Government guaranteed basis.

THE FIRST DAY

The conference was opened at 10 A. M. on Tuesday with an opening address by Food Administrator Herbert C. Hoover, who came up from Washington especially to meet the delegates. Mr. Hoover spoke for about half an hour, outlining what the food situation has been and what had been accomplished through the efforts of the Grain Corporation with the voluntary assistance of the trade and of the people. He complimented the members of the grain trade on the spirit they have shown.

MR. BARNES' SPEECH

At the conclusion of Mr. Hoover's speech Mr. Barnes took the chair and outlined the program in a concise statement. He suggested two modes of procedure; the first that each organization should take up its own specific questions and report back to a meeting of the whole; and the second to have all matters discussed by the whole conference. The latter plan was adopted as it was agreed that as practically all of the matters were of more or less general interest they should be discussed by the entire assembly. Mr. Barnes then discussed the program at length so as to bring out any points wherein the methods or rulings of the Grain Corporation had borne heavily on the trade, gave the explanations therefor, and asked for suggestions as to how the Administration methods could be changed so as to cause less hardship. The gist of his speech was to the effect that war conditions must be recognized. The Corporation is a war measure and that a determination to win the war as quickly as possible was back of all that was being done by the Food Administration and by the Corporation. The members were asked to make suggestions that would help the organization to conduct business in the most satisfactory manner so as to bear less onerously if possible on the trade. It is the desire of the Corporation to interfere as little as possible and only when absolutely necessary. In conclusion Mr. Barnes asked everyone to express himself freely and asked for criticisms or suggestions that would help the advantageous development of the Grain Corporation.

COUNTRY BUYING MARGIN

When discussion of the program was commenced, little of special interest was brought out until the matter of the country buying margin was reached. Considerable time was devoted to this and many country elevator men expressed the opinion that there should be a fixed basis. It was argued that the present allowance of 1 per cent as buyer's commission was all right for commission merchants in terminal markets, but was not enough for country elevator men. It was pointed out that in the case of the smaller elevators the over-head expenses, storage, handling, etc., figured out between 3½ and 6½ cents per bushel, and therefore the allowance of 1 per cent per bushel was inadequate. Therefore it was argued that the small concerns should

be allowed an additional margin of 5 cents per bushel. It was decided to refer this question back to the grain trade in different parts of the country for action.

STABILIZED PRICES

Item No. 8 of the first section also proved decidedly interesting. It was pointed out that the stabilized price on wheat had reduced the dangers of market fluctuations and minimized the risk to the country dealer in handling grain. Hence the opinion prevailed in some quarters that the Government should stabilize all grain prices.

COUNTRY DEALER'S EARNINGS

In discussing item No. 10 of the first section it was brought out that the stabilizing of prices had been a healthful factor, but owing to the shortage of crops in many sections the returns from handling wheat had been disappointing, but owing to the big advance in oats after last fall and the wide margins in handling corn on account of quality most elevators had had a good year.

MERCHANDISING PRIVILEGE FOR ELEVATORS

The discussion of Section II, No. 2—Terminal Problems—the point was brought out that it would be practically impossible to run elevators, particularly at interior points, purely as public houses. It was claimed that such elevators should have a merchandising privilege in order to make any money. In short, the charges allowed to them as public warehouses were not sufficient.

The question of fire insurance was also considered extremely important. Attention was called to the fact that owing to the excessively high prices for wheat and other grain it was decidedly difficult to secure enough insurance to allow an elevator to run to full capacity. It was thought, however, that some help might be obtained and much stress was laid upon the necessity of better insurance facilities in view of the prospective huge crop of wheat, the proper handling of which would make it necessary to utilize the maximum elevator capacity in many sections.

Considerable interest was displayed in the matter of futures trading. It was pointed out by the Chair that under the stabilized price system a futures market had been unnecessary and this condition would be continued for wheat during the coming year under a price guarantee by the Government.

REMARKS BY A. STAMFORD WHITE

There was a good deal of talk regarding futures trading in coarse grains. A. Stamford White, president of the Chicago Board of Trade, spoke at considerable length, stating that arrangements had been made to meet market conditions and to arrange a market that would represent the quality of this year's corn crop, whereby a contract for future delivery would be a real contract. Under the original conditions of maximum prices a contract was not been worth much, as it did not represent cash values. With the co-operation of the Food Administration the Board of Trade had succeeded in establishing an open market in corn and oats without price limitations. The only restriction was on the size of the holdings and Mr. White stated that if the present limitation was not sufficient to prevent excessive speculation the amount would be reduced, and if it was found that more grain was pressing on the market than could be taken care of the maximum fixed for holdings would be increased.

A resolution was unanimously adopted to the effect that in the opinion of the trade an open futures market was essential to the most economical marketing of the crop and that any changes in the present regulations of the futures market should be made when necessary, which could be acted upon by the Food Administration and the grain exchanges.

GRAIN DEALERS' SUGGESTIONS

At a meeting held the day before the conference opened the grain dealers had agreed upon certain suggestions and these were presented by Charles Quinn, secretary of the National Association, as follows:

Julius H. Barnes, president United States Food Administration Grain Corporation.

Sir: The various interests of the grain trade, after careful deliberation, earnestly submit for the consideration of Food Administration Grain Corporation the

following recommendations for the handling of the wheat crop in 1918.

1. In order to protect country dealers on wheat purchased by them the United States Food Administration Grain Corporation should agree to purchase from them at basic price less a commission of one per cent, any wheat which said country dealer is unable to dispose of elsewhere—the Grain Corporation should pay country dealers a consideration of 1/15 of one cent per bushel per day on all wheat purchased by said country dealers from the time it is received at their elevators until it is shipped out and final payment is made therefor.

This consideration will partially recompense country dealers for losses due to inability to get any carrying charges, to liquidate their wheat at a premium over futures, to collect storage from the farmer (who in normal times carries grain in the country elevators) and also for the loss of interest and insurance.

2. That free and unrestricted movement of grain from country elevators to mills or the shippers' most favorable market be permitted, and that the United States Grain Corporation and the Coarse Grain Division of the Food Administration co-operate in the movement of all kinds of grain, eliminating, as far as possible, priority movement of wheat by the Grain Corporation so as to enable the farmer to market wheat and coarse grains when he is desirous of doing so. That a reserve stock of all grain in terminal elevators be created in order to stabilize prices, permit accumulation of reserve supplies adequate to the requirements of the country and provide supplies available during the period when farmers are busy, or when inclement weather conditions or a lack of transportation make it impossible to have grain available for distribution.

Producers and shippers shall be permitted to receive the benefit of the most favorable freight rate and transit privileges be permitted by the railroad freight tariffs in effect at time of shipment, said tariffs having been approved by the Interstate Commerce Commission. Bidding for wheat to arrive by terminal market dealers or millers to be prohibited, and interior millers or dealers buying carlots shall be required to place their bid on the basis of price at terminal market tributary to the stations at which said wheat is purchased, said bid price to be less fixed charges, including freight and commission. The term "Terminal Markets" as herein and hereinafter used is defined as those markets having an organized grain exchange or facilities for handling, storing and inspecting grain.

3. That mills and buyers located at country points be prohibited from giving the farmer a higher grade or lower dockage for his grain than Federal inspection would justify, or paying him a higher price than would leave a reasonable buying margin.

4. For the operation of the terminal elevators, we recommend the following plan which is based on the President's proclamation fixing the minimum price on the crop raised during the year 1918 at \$2.20 for the basic grade at Chicago. So long as it is necessary, in the opinion of the Government, to stabilize wheat prices, we recommend that the present method of control and handling wheat be changed to permit the free and unrestricted movement of grain in its natural channels from country points to markets and to allow the sale of all grades of wheat in the open market, with the restriction that no wheat shall be bought at a higher price than that of the basic grade fixed by the President.

This would mean that the Government would no longer fix the maximum values of the various lower grades of wheat, but would permit demand and supply, cleaning and blending and other factors to determine the prices thereof. This would not interfere with the necessity of the Government, through the United States Grain Corporation, in compliance with section 14 of the Food Act, establishing fixed minimum prices for "each of the official grain standards for wheat as established under the United States Grain Standards Act," at which prices the United States Grain Corporation will purchase all wheat that is tendered it. This would remove the present cause of complaint of producers that the value of any grade of wheat lower than the basic grades are fixed arbitrarily, and are therefore below their relative commercial value. By the changed method the prices of the lower grades would be fixed by competition.

5. That all wheat bought by persons other than Government agents and thus finding its way into market must be sold to the United States Grain Corporation and must be purchased when tendered to it at the prices established by the Government for the various grades, except, however, that dealers in markets shall be allowed to purchase upon orders from mills, wheat from current offerings and ship same direct to such mills, receiving as compensation the commission as provided by the various markets for such service.

6. Further, that the United States Grain Corporation shall pay the terminal elevator operators as a consideration for storing and handling its wheat the regular published charges for such services prevailing at each terminal market place. The United States Grain Corporation to carry its own risk by fire or the elements, loss by bombs or other explosion and war hazards of all kinds; the United States Grain Corporation to pay for the wheat when the terminal elevator operator delivers to its agent the warehouse receipts.

7. We wish to emphasize the necessity of maintaining a properly controlled future market as a necessary feature of an even movement and uniform distribution of coarse grains, or of wheat when not under definite Government price control. Without it it will be impossible to make such accumulation at terminal markets as will insure quick and ready shipment and distribution so necessary to prevent fluctuations in prices of grain and its products.

We can, of course, assume the risk of ownership and make some accumulations of grain without it, but it will be impossible for many to take the risk involved in accumulating without hedges an important stock of grain, except at prices as low as to incense the farmers and cause a sharp falling off in the movement from the farms at times when it is convenient for the farmers to sell. There is nothing new in this statement, but it is so important a feature of the machinery of the business of grain distribution that too much emphasis cannot be placed upon the need of it.

THE ADVISORY COMMITTEE

At the conclusion of the conference Mr. Barnes asked the representatives of the various interests to appoint an Advisory Committee to act with the Grain Corporation on matters that might come up. After considerable discussion a committee of 12 was decided upon to be selected as follows: Three country elevator men to be appointed by the president of the Grain Dealers' National Association, 3 commission men to be appointed by the Council of North American Grain Exchanges, 3 terminal elevator men to be appointed by the Terminal Elevator Association, 2 exporters to be appointed by the President of the North American Export Association, and 1 Pacific Coast delegate to be appointed at a conference between Pacific Coast Grain Exchanges and M. H. Houser, representative in Portland, Ore., of the United States Food Administration. Mr. Barnes stated that the Grain Corporation would invite the Advisory Committee to a discussion of all questions that might develop either before or during the handling of the new crop. It was the general opinion that the committee would hold meetings at the call of the Grain Corporation. If questions should arise affecting only one department the representatives of that branch will probably be asked to confer with the Corporation, or if any of them should discover anything of special importance to their particular department they will bring it to the attention of the Corporation.

THE MAXIMUM WHEAT PRICE

Mr. Hoover, in referring to the agitation for a higher price for wheat, stated that such action would probably interfere seriously with the efforts of the Administration to secure diversified crops. If the price were to be raised and led to an increase of 25 or 30 per cent in the wheat crop it would reduce the area devoted to other crops, which would be an unsatisfactory outcome because of the urgent necessity of securing large supplies of coarse grains and meat. While a large wheat crop is desired, the production of other foodstuffs must also be maintained in order to insure full balanced rations.

Because of the recent unsettlement caused by the misinterpretation of the order from John J. Stream regarding the hedging of holdings of cash grain, the question was asked whether holders were obliged to hedge. Mr. Barnes brought out the point that this order referred to the President's proclamation against hoarding and the necessity of keeping foodstuffs moving in a direct line from the producer to the consumer. Any elevator owner, commission man, or dealer who deliberately held grain for a rise was acting contrary to the President's proclamation and in some cases might be accused of hoarding. But no one was expected to do the impossible and anyone who was forced to hold grain because inadequate freight facilities made it impossible to ship was excusable. It was brought out that an elevator owner or dealer who had more grain on hand than he was likely to use in the ordinary course of business for 60 days and did not hedge it might be considered guilty of hoarding, while if he did hedge it the likelihood of such a charge being made would be eliminated. It was explained that the action of Mr. Stream was intended to put a stop to a species of speculation in hedges which was known to have been practiced by certain large cash interests, whereby handsome profits were made by numerous alternate hedge selling and buying in which only one line of actual grain was involved.

Grain Importation from Argentina

Movement of Argentine Grain After the War Made the Subject of Inquiry—
Developments Point to Closer Competition with American
Dealers in Foreign Markets and at Home

BY WALDON FAWCETT

RECENT dispatches from Argentina state that a syndicate of capitalists has petitioned the Minister of Public Works, for a concession permitting the construction of a navigable canal from the port of Buenos Aires to the city of Cordoba, a distance of 530 miles.

The proposed route of the canal is through the rich agricultural provinces of Santa Fe and Cordoba. Ports will be built in the cities and towns of Moron, Rodriguez, Mercedes, Chacabuco, Junin, Arenales, Teodolina, Venado Tuerto, La Carolto, La Laguna, and San Antonio. The concession would permit the syndicate to operate the canal for 70 years, after which it will be turned over to the nation, the syndicate agreeing to operate at tariffs lower than the railroad which it parallels for much of its course. The capital is said to be already subscribed.

Such a canal would mean the reorganization of the grain trade of Argentina, and the effect of after-the-war trade, both in Argentine exports of grain and on our own commerce with the South

States in ever-increasing quantities, corn and flaxseed. Wheat, on the other hand, should be expected only under some unusual conditions such as prevailed in 1916, owing to the war, or when there is a serious shortage in the crop in the United States. That corn, for instance, is expected to a steadily growing extent even under normal conditions is due to the conviction of the experts that even with our increasing yields of corn in favorable years we will be unable to keep pace with the rapid increase in the consumption of corn in this country.

Obviously, however, all rules as to Argentina's future conduct will go by the board if Dame Nature steps in. We are reminded of this need for reservation not so much by the fact that a serious shortage of seed a year or two ago caused a sudden contraction of the wheat acreage in one of the most important grain-growing provinces as by the situation which just now impends as disclosed by the latest reports received from U. S. consuls. One finds indication of the existence of a belief in

have a larger merchant marine. And, while we cannot expect to hold all the new trade we have won in South America under stress of war limitations we are likely to hold a goodly share of it—enough certainly to necessitate the steaming from our ports of many more cargo-carrying vessels than turned their prows southward in days gone by. Now, obviously, these ships must, for the sake of economical operation, have cargoes for their return voyages. Therefore it is conceivable that unless our purchases from the Latin-Americans increase considerably there may not always be cargoes ready and waiting and, under such circumstances, it is within the bounds of possibility that ship-owners will make concessions in carrying charges in order to beget grain cargoes for their home ports.

Indirectly, the Argentine-United States grain trade is going to be affected by the German shipping situation after the war. Indeed, Germany's status after the war is the supreme enigma of the international grain market. That Germany will lack for grain-carrying ships is not thinkable if we believe the tales that reach us to the effect that Germany is operating her mercantile shipyards night and day, even employing women in the task, and will have a most formidable fleet of freighters ready to steam forth the minute the ports of Hamburg and Bremen are open. And, if the experts are right in their reasoning a large proportion of these new German ships will make straight for South American ports laden with the stocks of manufac-



SAMPLING EXPORT GRAIN DURING LOADING OF VESSEL



LOADING SACKED GRAIN FROM WAREHOUSES AT ROSARIO

American republic opens a great many problems.

To answer, for readers of the "American Grain Trade," questions along the lines of those above indicated has been the object of a first-hand investigation just conducted in the channels that are presumably the best and most impartial—that is Government sources.

Your correspondent was fortunate in the choice of time for an investigation of Argentina's prospects as a grain producer for the American market in that he was enabled to talk with Dr. Albert Hale, U. S. Commercial Attache of our Embassy at Buenos Aires, who was just home on two months' leave of absence after two years in the Argentine during which interval he has toured all parts of the country studying commercial conditions. Access was also had to the confidential reports of United States consuls and commercial agents who have lately probed this question and there were sought the views of various Federal specialists including Mr. Laurel Duval who, since his three-year tenure as Chief of the Grain Standardization Laboratory of the Department of Agriculture of Argentina, has kept pretty closely in touch with the grain situation in the republic at the other end of the continent.

It may be noted at the outset that almost all of the authorities consulted are of the opinion that the future will find Argentina sending to the United

Argentina that her corn is bound to occupy an advantageous position in the Yankee market owing to the circumstance that it is declared to be well adapted to the requirements of American manufacturers of corn products, notably, the Corn Products Company.

And this brings us, naturally enough, to a consideration of the part which shipping conditions will play in our future grain trade with the Argentine. And that brings us in turn, face to face, with the two biggest conundrums of the after-the-war period—problems for which there is no precedent in all history—namely what changes will take place in the world's mercantile fleets and in ocean transportation conditions and what will be the effect of the new commercial treaties that must be affected after the end of the disastrous conflict. That the readjustment is bound to make impress, both directly and indirectly, upon the grain trade is very clear if you accept the logic of the trade experts who are now making earnest study of the problems involved.

Directly, the grain trade between the Argentine and the United States will be influenced by the revised trade conditions owing to the fact that cargoes must be had for the ships which will go to South American ports, flying the Stars and Stripes. Whether we have Governmentally operated shipping or not, it is a foregone conclusion that we will

tured goods which Germany has been accumulating and which some people fear Germany will be willing to sell at prices that will disregard competition.

Experts in international trade movements, who have been induced to peer into the future for the "American Grain Trade," figure that Germany will need to rely for her breadstuffs largely upon Argentina and the United States. It is their idea that, swayed by the hate induced by war, such grain producers as Australia and India will not sell to Germany unless Germany bids a price far above the market—so far above that a refusal to sell would be too much self sacrifice, and Russia will not have a surplus for some time unless conditions improve there very markedly. On the other hand Germany, if she is able to buy at the market in Argentina and the United States will presumably turn to these sources of supply. There are several reasons why she might prefer to purchase as much as possible from Argentine. Here then we have an interesting prospective situation and it is all the more interesting when we remember that there is little difference in transit time and in carrying charges as between shipments of grain from Argentina to the United States and to Germany, respectively. In other words Germany can become a formidable bidder for Argentine grain in competi-



TYPICAL METHOD OF STORING ARGENTINE GRAIN AWAITING EXPORT



GRAIN CARS ON DOCKS AT BAHIA BLANCA

tion with the United States if both countries want the cereal.

That Argentina must find some more extensive market, in the United States or elsewhere, for her surplus cereal production is perfectly patent in view of the steady expansion of the grain-growing industry in our sister republic. Given a country that has always exported most of the breadstuffs she has produced, a country with a population numbering only 8,000,000 and with production increasing at a pace wholly disproportionate to domestic consumption, it is evident that when the acreage in grain grows as it has during the past half decade every effort must be made to find additional customers outside.

The Argentine area in corn has increased year by year. Measured in hectares (a hectare being a surface equivalent to about $2\frac{1}{2}$ acres) the area in 1901 was given as 1,255,000; in 1909 as 2,974,000; 1913, 3,830,000; 1914, 4,152,000, and 1915, 4,203,000. In metric quintals the yield of corn jumped from 66,840,000 in 1914 to 85,916,450 in 1915. Measured by the same unit the yield of wheat vaulted in those two years from 31,000,000 to 45,800,000. Wheat area (expressed by hectares) advanced from 3,380,000 in 1901 to 6,063,000, in 1909. However, in the case of wheat tracts there have been some lapses instead of the steady progression that has been registered in the case of corn. Thus the figure for 1915, an aggregate of 6,261,000, does not compare favorably with 6,574,000 in 1914, but this reduction was due to a serious shortage of seed and indeed some exceptional local condition such as the drought last year will usually be found to explain any temporary setback in the Argentine grain industry as expressed either in cereal yield or in area under cultivation.

It is not strange if the Argentine grain men, of necessity looking about for new worlds to conquer, have turned their eyes longingly toward the American market. A great bread-eating nation, and

above all a nation with a growing fondness for corn products, the Yankees represent a consuming power to be courted. Especially has this been the viewpoint since the shortage in our corn crop a few

valued at \$4,475,075 and went down further in the year that closed June 30, 1916, to 4,741,871 bushels having a value of \$2,543,053, but apparently this "revision downward" has not convinced either the Argentine grain men or our own trade experts that the United States will not be a regular customer henceforth for corn in this quarter.

Whatever may be said regarding the extent to which the United States will turn to Argentina for grain in time of emergency it must be admitted that the South American country cannot take rank as a really formidable competitor unless she adopts Yankee methods of handling grain. It is always a mistake, of course, to underestimate the resources of a trade rival, but unless the Argentine grain interests are "shown how" by practical elevator men from the United States there can be no such efficiency in handling as we have here in this country. And until Argentina is provided with a system of country elevators and gets away from the present costly method of handling grain in sacks, storing it on flat cars or in sheds and paying excessive charges at every step of the journey from the harvest field to the deep water port, there is scant chance that she can undersell American producers in the face of anything approaching normal conditions.

Some shrewd observers have reached the conclusion that one of the weaknesses of the Argentine grain industry is found in the circumstance that the grain areas are not farmed by the landed proprietors who control vast tracts, but by tenant farmers, mostly Italians, who must almost invariably mortgage each successive crop well in advance and who are, at best, no match for American farmers in their knowledge of grain growing. This situation may be a serious handicap to progress, but there is little doubt that the most potent drawback is the almost total absence of country elevators. Argentina has been praised for her terminal grain



GRAIN ELEVATORS AT BAHIA BLANCA

years ago compelled us to turn to the Argentine in unprecedented degree. To be sure, the importations that reached high water mark in the year ending June 30, 1914, with the purchase of 11,123,281 bushels of Argentine corn at an aggregate price of \$7,052,534 slumped in 1915 to 7,447,513 bushels



THE GRAIN WHARVES AT ROSARIO



GRAIN IS SACKED IN THE FIELDS



LOADING GRAIN VESSELS AT BUENOS AIRES



400 MILES TO MARKET IN FLAT CARS



HAULING GRAIN IN THE INTERIOR

elevators located at Bahia Blanca, Rosario and Buenos Aires—although the storage capacity of the whole lot of them will not exceed 8,000,000 bushels—but of country elevators she has not more than four or five, all told. There is reason to believe that the elevator situation will be improved materially with the building of the canal, for there can be no doubt but that among the earliest instrumentalities for new business on the canal will be a chain of elevators which will save the farmers the enormous expense of sacks and sacking.

Already, there has been a beginning made in getting away from the costly system whereby grain is handled in sacks that cost the producer 15 cents each and is dried by being spread on the ground. The owner of one of the largest grain-producing domains in Argentina has just written a friend in the United States to the effect that he is building a good-sized country elevator to handle his grain and there is much speculation in Argentina as to whether the Governmental Administration will take steps to provide Argentina with an adequate system of public elevators. This project for the institution of country and terminal elevators under Governmental patronage has been an issue in the republic for several years past and various schemes have been proposed to the national Congress. One suggestion was that the national Government own and operate the elevators; another proposal was that the Government guarantee the bonds that would be issued to provide for the erection of such elevators. Conditions are said to be such in Argentina's wheat belt that there is no chance that any enterprise of the character of a farmer's co-operative elevator will be attempted.

If Argentina obtains adequate elevator facilities and thereby cuts down the heavy discounts that her interests have had to stand on account of damp grain, it is probable that the adoption of some grain-grading system will follow. Several years ago Argentina closed down her Grain Standardization Office for lack of funds, and for all that there is, from time to time, talk of reviving this institution, she remains today without any system of standard grades and such inspection and testing as is carried on is typified by the spectacle of a grain sampler taking toll from each sack of grain as it passes him on the conveyor enroute from the railroad car to the ship in which it is to be exported.

That Argentina is coming to realize that her destiny lies in grain production is an assurance that steps will probably be taken—albeit with true Latin-American deliberation—to make the most of her cereal resources and to cut down the loss, vari-

ously estimated at from \$25,000,000 to \$40,000,000, which her grain trade sustains each year due to adherence to the sacking system and other unprogressive policies. There is now taking place in Argentina (though at a slower pace) something of that same transformation which came to pass in the United States when the advance of the grain growers forced the cattlemen farther and farther back into the interior.

The railroads are doing their share, although the bulk of Argentina's grain has a rail haul of no more than 300 or 400 miles to reach the seaboard. However, the railroad managers, possibly with an eye to the day when grain will be transported in bulk, are showing a disposition to place sizeable orders for box cars and in time there should cease to be any necessity that grain should be conveyed to the seaboard, as so much of it is now, on flat cars, protected only by tarpaulins. But it would be to paint much too rosy a picture to convey the impression that all interests in the Argentine grain trade are working as a unit for the advancement

of the "cause." On the contrary we find that conflict of interest that is to be expected in any grain market. For example, there is gossip to the effect that the six or seven large firms that virtually control, between them, the export of grain are vigorously opposed to the idea of the establishment of country elevators which they seem to suspect would wrest from them their present control of the trade.

Whether these exporting interests are behind the canal project, has not been indicated in the dispatches. It may be that the canal will furnish them the means of perpetuating their control of the export situation. On the other hand the movement may have been started by other capitalists with the purpose of wresting the monopoly from their hands.

Perhaps the most hopeful sign of agricultural progress in Argentine grain affairs is the movement, steadily growing in power, of dividing the large estates among smaller owners who will manage their own farms. This will be done by a system of land taxation which will force holders to dispose of idle land.



THE CELEBRATED LINE OF ELEVATORS AT BUENOS AIRES

THE AMERICAN ELEVATOR AND GRAIN TRADE

Thirty-Sixth Year



Published on the Fifteenth of Each Month

BY

Mitchell Brothers Publishing Co.

OFFICE:

 Manhattan Building, 431 South Dearborn St.
CHICAGO, ILL.

A. J. MITCHELL.....Business Manager

 Subscription Price - - - \$1.00 per Year
English and Foreign Subscription 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Chicago, May 15, 1918



RAILROADS STAND PAT

RELYING upon the protection the courts of law have always given them, the carriers refused to compromise with the grain shippers at the recent Chicago conference on "loss and damage claims," and the question is as far from national settlement as ever. The law gives the carriers no protection whatever in loss and damage claims when the cases are brought to court, but the losses involved are usually less than the cost of prosecuting the case, so the shipper prefers to let his claim go by default. This is the protection the railroads have and they take full advantage of it by dragging cases interminably through appeals. On the merits of the fairness of attitude of the two parties to the controversy, as shown in their separate reports of the meeting on another page, there can be no question. The shippers were willing to agree upon any kind of scales and any kind of scale inspection at shipping points that the railroads advised. With this approved equipment and complete weighing record, all they demanded was that the carriers allow claims on clear record cars. Mr. Maegly gums up this issue in his statement: "If it is to be conceded that 100 per cent efficiency may be attained in the ascertainment of shipping and receiving weights of grain

* * * in fairness, it must also be conceded that the carriers' supervision of its transportation service and record can be made 100 per cent efficient." This question was not even raised. If weights are efficient and car service is efficient there would be no claim. But where weights are made on approved scales, inspected by the railroad inspectors, and there is loss of grain in transit even though the car does not show leak at destination, it is not presumptuous to assume that it must have leaked at some time in its journey, nor to expect the carrier to stand the loss, allowing for a slight invisible loss of grain. The grain shippers have the best argument, but the carriers get the money.

THE CONFERENCE

THE conference in New York, between the Grain Corporation and members of the trade had only one definite result. An advisory committee of 12, representing all elements in the trade except the co-operative elevators, is to be appointed, and Mr. Barnes expressed his willingness to confer with this committee on all matters of importance that might come up. Another constructive feature of the meeting was the brief submitted by the trade, agreed upon in a meeting held the day before the conference. This brief held specific suggestions for bettering conditions in the trade and correcting numerous abuses that have grown out of the fixing of prices. The suggestions were received but there was no assurance that they will be followed in whole or in part. This preliminary meeting accomplished much that was anticipated from the meeting called for Kansas City, but which was abandoned. The only difference was in its restricted personnel and the preponderance of terminal operators. However, most of the complaints which have been voiced from country stations, terminal markets and export points have been fairly met, and if the suggestions are followed a vast improvement will have been made without any apparent interference with the basic program of the Food Administration.

AN UNJUST BURDEN

SOUTHEASTERN railroads operating out of Nashville have recently revised their rules so that a bill of lading cannot be issued until a car is pulled off the side-track or industrial siding and actually delivered to the road. This often causes a delay of a day in procuring draft with bill of lading attached, as switching is frequently done at night or in the afternoon after banking hours. If the car is loaded on Saturday or the day before a bank holiday, the car might be forwarded on a car billing and reach destination before bill of lading and draft were issued. Another injustice in the order lies in the fact that the delay might make the shipper liable to demurrage as cars are not recorded released until necessary billing instructions are given. Undoubtedly this ruling was made as a result of abuses, bills of lading being obtained before cars were loaded, but the remedy so

far overshoots the mark that sight or arrival draft shippers will raise up a chorus of protest if the order becomes general. The Southeast in this respect is under a wholly unjust burden and it does not seem that the order can remain long in effect if shippers effectually clear their skirts of the abuse charge.

THE MAY CROP REPORT

THE wheat crop of 1918 will be a blow to Bill Hohenzollern unless he can organize his Hessian flies and the weather in a *spurlos versankt* attack. The Government forecast for winter wheat is 572,539,000 bushels, which is 12,500,000 bushels more than was forecast in April and 154,400,000 bushels more than the 1917 yield. The condition on May 1 was 86.4 which indicates a yield of 15.7 bushels per acre. In 1914, the year of the record 684,990,000-bushel crop, the yield was 19 bushels per acre. Continued good weather may raise the condition this year to a 17 or 18-bushel prospect in which case the yield may well run to 600,000,000 bushels or better. On the other hand there is time for serious deterioration and the weather will largely determine the rise or fall from the present prospect. The rye outlook is for a record crop of 82,000,000 bushels which is 22,000,000 bushels more than were harvested last year. Spring wheat acreage will be announced next month, but private reports are unanimous in predicting a larger acreage than last year and seed put in under generally favorable conditions. If the kaiser can get any satisfaction from that report he is welcome to it.

THE PASSING OF DOLLAR WHEAT

NOT many men are making predictions of the future these days. It has always been a more or less popular indoor sport, but only a few have made a lasting reputation at it, and those few had no such conditions to gum up their guesses as the present day prophet has to contend with. And yet one of Mr. Hoover's lieutenants, E. F. Trefz, in a recent speech in Calgary, Alta., had the temerity to say: "There will never be dollar wheat again, not in your time nor in mine." Now the time limit suggested is rather uncertain, but if we use 20 years as a fair basis, the prediction is against the evidence of all historical precedent. The duration of the war will depend largely upon the number of ships that England and America can launch and sustain. When the war ends the number of ocean carriers in commission will undoubtedly be greater than in 1914. The world's wheat supply will move on a commercial basis and the demand for the first few years after the war will continue to stimulate production. Within five years of the end of hostilities therefore, with normal world production, based on the high prices obtained, reserves will have been built up, costs will be reduced and, if wheat price does not resume pre-war levels it will be due to entirely new social conditions which Mr. Trefz nor anyone else can foresee at this time. Canada and Australia are making elaborate plans to place returned soldiers on

the land. This in itself promises relief from excessive labor congestion as well as increased crops and a quick return to normal conditions. Resumption of normal values seemed more hopeless after the Napoleonic wars than they do now because transportation and production were both so primitive. During our Civil War the cotton outlook for many years to come seemed anything but rosy, and yet unrestricted commerce has a way of adjusting these matters very quickly and in both of those cases prices were soon on a normal plane. We can see nothing at present that justifies a disregard for these precedents.

A TIME TO GET TOGETHER

MEMBERSHIP of the Advisory Committee which is to be appointed to confer with Julius H. Barnes on questions affecting the trade, represents fairly all elements of the trade except the co-operative associations. Of course the problems of the co-operative elevator are like those of the private houses and their interests will be fully cared for by the representatives of the Grain Dealers' National Association. But unfortunately the co-operative companies have developed a rabid class consciousness, thanks to some of the organizers who exploit the farmers' fancied grievances, and recognition of them as a distinct element of the trade would have insured their hearty support. At this time when the going is bad and the future none too secure, all branches of the grain trade should be working in closest harmony, and if the co-operatives choose to consider themselves different from the rest, let's not quibble over terms, but give them recognition to secure their full co-operation. They represent a large shipping interest and they should be made to feel that they are being looked after.

HUN PROPAGANDA IN NEW GRADES

THE new grain grades have made a peck of trouble in the Northwest, as was to be expected after their expectations were aroused over the drastic tentative grades, which fortunately were materially modified in their final enactment. Thomas Cushman, member of the Minnesota Public Safety Commission, before the House Committee on Agriculture, stated that "the Kaiser has been given more aid and comfort in Minnesota by the promulgation and operation of these grain grades than by any other German propaganda that has been carried on in this direction." Not even a spring wheat farmer can be much impressed with such silly and uncalled for statements as this. The trouble with these self-appointed spokesmen for the farmers is that they consider the war as something foreign to themselves and their constituents. They appear to think they have no part in it and should not be prevented from exploiting the rest of the country and our Allies, to say nothing of being asked to make a sacrifice. Fortunately the farmers have a clearer vision and a finer sense of patriotism than the politicians. They are

planting all the wheat acreage possible and will make money by it. There is no reason why a farmer should make a larger war profit than a steel manufacturer, and no one can deny that the price of \$2.20 with Government grades, insures as large a profit as the farmer made on wheat before the war.

RAILWAY LEASES

FOR a number of years the grain trade, with operators of other industrial plants, have been endeavoring to get action through the Interstate Commerce Commission on the unjust liability clause in railway leases and sidetrack agreements. Judge Clements gave encouragement that the Commission might properly take up the subject, although nothing was ever done, but since Judge Clements' death any hope of informal consideration of the subject has vanished. The subject is gaining in importance for with heavier loading and enhancement of values of merchandise of all kinds, shippers are liable to greater losses and insurance is rated correspondingly. At the recent meeting of the Industrial Traffic League a special committee was appointed to prepare and file a formal complaint with the Interstate Commerce Commission, so that it is a matter of hope that the whole subject will have early consideration and that rentors will have some measure of justice in the liability terms of their leases.

EDITORIAL MENTION

Before you light that cigar buy a Thrift Stamp.

The Red Cross is undoing the deadly work of the Hun. What are you doing for our boys over there?

Mississippi produced 86,000,000 bushels of corn last year and Louisiana, over 40,000,000. The South is coming into its own.

Cash grain held against a hedge, becomes a speculative commodity and is unlawful if it is held after the hedge is removed.

Mills in Canada are being drained of their wheat. A million bushels has been seized and sent abroad and no mill in the future can have over four weeks' supply.

A report from Russia says that the total acreage planted in Russia this year is 30 per cent of the average. Let us hope that most of that 30 per cent is outside of Ukrania.

No more black rust. Denmark in 1903 began eradicating the barberry bush and today black rust is unknown in that country. The barberry is doomed. *Requiescat in Pace.*

The Government has begun to call the bluff of those farmers who refuse to market their

wheat. In many states direct action has been taken, and our soldiers and Allies are that much better supplied.

Under Federal control railroads are liable under the common law, but all suits must be brought in the county or district where the plaintiff resides or where the cause of action arose.

The Grain Threshing Division of the Administration has a field where great savings can be made. Rethreshed straw stacks return good profits. Get all the grain on the first run.

A state law in New York fixed the charge for elevating grain at five-eighths of a cent a bushel. A bill raising the rate to 1 cent was recently passed. A $\frac{5}{8}$ -cent charge is as obsolete in these billion dollar days as 50-cent corn or dollar wheat.

Friends of corn will be glad to hear that G. I. Christie of Indiana has been appointed assistant to the Secretary of Agriculture. Few men know more about corn growing or corn marketing than Mr. Christie and his appointment will strengthen the Federal Department.

To insure a supply of seed corn for late planting or replanting, the Department of Agriculture has secured a considerable quantity and is holding it in store in various parts of the corn belt. It will be sold at cost through county agents or state Directors of Extension. Much of the seed put in only tested 60 per cent or less germination and the demand for reseeding grain may be extensive.

The increased acreage going under the plow in England this year will never again be devoted to shooting preserves and private parks. England will never be able to feed herself entirely, but she is more independent today than she has been for more than 100 years. An increase of 25,000,000 bushels of wheat and 1,500,000 tons of potatoes are expected this year.

More than 40 elevator fires are recorded this month, most of them at country points and a great many of incendiary origin. You think that you can't afford to keep a guard at your plant or take other necessary means to protect the property. But can you afford to let it burn? Just from the personal standpoint alone, without considering what the loss of grain means to the country at this time, it would probably cost more than half as much again to rebuild your plant if it were destroyed.

A Canadian Grain Association has instituted a grain trading school for returned soldiers. The courses will include judging and grading grain, elevator accounting, elevator power plants, transportation and all other subjects necessary to equip the students to take full charge of an elevator. As this work can easily be done by a partially disabled man, the course will be a boon to many of Canada's sons. A similar course in this country might be of value.

MARSHALL HALL
St. Louis

NEWS OF THE TERMINAL MARKETS

E. W. WAGNER
Chicago.

AMENDMENT TO OAT RULES

The Minneapolis Chamber of Commerce, Minneapolis, Minn., has amended its rules to make No. 1 white oats deliverable against contracts at $\frac{1}{2}$ cent premium, No. 2 white at $\frac{1}{4}$ cent premium and No. 3 white at $1\frac{1}{2}$ cent discount. The new rule will apply to deliveries after June 1.

MEMPHIS ADOPTS CORN GRADES

The Board of Directors of the Memphis Merchants Exchange has adopted the following corn grades: snap corn shall be slip-shucked corn in the ear and shall conform to all other respects with the Government grades on shelled corn. Ear corn shall be corn in the ear without shucks and shall conform in all other respects with the Government grades on shelled corn.

BOARD OF TRADE MARCHES

Twelve companies from the Chicago Board of Trade participated in the Liberty Bond Parade on the afternoon of April 26. President A. S. White was marshal and D. H. Williams, chief of staff. The captains of companies were: H. C. Avery (A), D. H. Harris (B), C. H. Thayer (C), P. S. Wilson (D), Frank Ryan (E), H. A. Foss (F), E. F. Chapin (G), H. A. Rumsey (H), G. W. Beaven (I), H. D. Richeson (K), E. J. Sherwin (L), A. F. Whiteside (M).

CORN FOR VARIOUS PURPOSES

Logan & Bryan of Chicago, Ill., have the following to say of the corn value in the cash market for various purposes: "The bulk of corn being sold for the manufacture of alcohol and starch does not cost on an average over \$1 at the present time, and while the value for starch purposes in this damaged corn is not equivalent to that of the No. 2 grade, yet the results are not equal to the difference in price; therefore the No. 3 and 4 corn is high in proportion. Corn for meal purposes still commands high prices, but the declaration that substitutes must sell 10 per cent under wheat flour may have some influence on values of the high grade corn."

LET JULIUS CAESAR

Southworth & Co. of Toledo, Ohio, say in a recent issue of their weekly *Market Review*: "Seed corn this year does not resemble Caesar's wife. It is not above suspicion." We were historically aware of the fact that Caesar's wife was a beautiful, symmetrical woman, with advanced ideas on dress conservation, and had been inclined, on general principles, a la Caesar, to criticize the lady's conduct. We acknowledge ourselves wrong and welcome this late justice to this daughter of Rome. Inasmuch as this matter is now settled, we would respectfully call the attention of Southworth & Co. to another open historical puzzle and request their research and clearing up of the question as to whether Shakespeare or Bacon wrote the immortal plays.

NO EVIDENCE OF EXPORT BUSINESS IN OATS

"May oats were weak on commission house selling of long oats. The deliveries of the past few days have unseated the confidence of the holders of May oats. The prevailing opinion that there would be no deliveries of oats in the first half of the month has been proved wrong and the liquidation is the result. July oats were also decidedly weak, with liberal liquidation in evidence.

"The good seeding and large acreage and fine weather is too much for long interests. Cash oats were even weaker than the futures.

"Export business nil and no evidence of a revival of this kind of buying. Eastern demand is also entirely absent."—*Simons, Day & Co., Chicago, Ill., Market Letter, week ending May 13.*

CHRISTOPHER STRASSER

If the old adage "like father, like son" applies to employer and employee, then Christopher Strasser, who attends to the grain consignment department of McKenna & Rodgers, 60 Board of Trade, Chicago, Ill., is a chip off the old block. Without any boastful attitude in his make-up, there is always apparent a constant desire to be at his best. This characteristic is very notably represented in



CHRISTOPHER STRASSER

the heads of this well known grain house, permeating every department of the business and making for that conscientious service which attracts and holds the confidence of patrons.

Edward P. McKenna and John A. Rodgers have been identified with the grain interests of Chicago for very many years. They are active in all branches of the grain business, owning and operating McKenna & Rodgers Elevator "A," located at Matteson, Ill., within the Chicago switching district. Their shipping department is in the able hands of Sam Beaumont, who also brings a spirit of frankness and fairness to bear in all his relationships.

Mr. Strasser is a young man, born in the West, and during his connection with the grain trade has made very many sincere friends.

EXPLAINS THE 1918 WHEAT PRICES

The country grain trade, with such excellent crop prospects confronting it is naturally interested in the price that can be secured for wheat. There seems to be some misunderstanding as to the guaranteed price. When Congress passed the Food Administration Bill last year there was a rider attached making a guaranteed price of \$2 per bushel for the 1918 crop, at the terminal markets. President Wilson by proclamation later raised the price that will be paid to \$2.20 per bushel or the same as the present level. An official of the Food Administration assures the editor of the *Rosenbaum Review* that this price will be paid for the 1918 crop. Due to the change in the inspection rules which will govern the 1918 crop, the price this year is relatively several cents per bushel higher than prevailing at present, there being more liberal allowances. It will be much easier to get a grade of No. 2 for the 1918 crop.—*From Rosenbaum Review, Chicago, issue of May 11.*

THE WISDOM OF SOLOMON

"Guaranteed wheat price is one of the greatest blessings of the war. Thank Congress. It caused the big increase in acreage which has made the enormous crop possible. Some who expected an early peace predicted it would be a grievous mistake. Peace is not in sight. God forbid, but that war may last several years. Reserves of the world, outside of Australia, are almost exhausted. Desirable farm labor everywhere will decrease while the war continues. Prepare against possible short crops later. Make substitutes unnecessary. Give our brave boys, our fighting friends and all our people the staff of life they desire and need to produce the best results. High wheat prices are desirable until reserves are replenished. Appeal to the farmers' pocketbook as well as to their patriotism. They are taking war bonds freely. Extravagant use of substitutes is making wheat flour cost much more than current prices. Poor seed may restrict the next corn crop. Food must be produced before it can be consumed. War measures are experimental. Try a maximum on flour and a minimum on wheat. If food will win the war, produce it."—*C. A. King & Co., Toledo, from late Special Market Report.*

BIG DOINGS AT CINCINNATI

We have received the following from the Publicity Department of the Cincinnati Grain and Hay Exchange:

"Positively the biggest thing Cincinnati grain men have ever pulled off will be the great meeting in connection with the dedication of the new home of the Cincinnati Grain and Hay Exchange, in the Gwynne Building, Tuesday, May 21. For the benefit of those who do not know, it must be explained that the Gwynne Building, owned by the Vanderbilts, of New York City, is the most sumptuous office building in the Queen City, and the headquarters of the grain exchange will be on its second floor.

"D. J. Schuh, secretary of the organization, has sent out five thousand invitations to buyers and shippers in Ohio, Indiana, Michigan, Illinois, Tennessee, Georgia, South Carolina, Kentucky, West Virginia and Virginia. President Edward A. Fitzgerald wants it made clear that the invitation is extended to every grain man in the country. While the invitations have been sent to the entire list of shippers doing business with the Cincinnati mar-

ket,' he explained, 'the congestion of mails may result in some not receiving their cards in time. To all these, the invitation is extended through the trade press to be on hand the same as if they had received formal notices.'

Following is the official program:

Registration, Exchange Hall, 9:30 a. m.
Address of welcome by President E. A. Fitzgerald.
Visit Hay Plugging Market, 10:30 a. m.
Dedication ceremonies, Exchange Hall, 12 noon.
Address by Hon. John Galvin, mayor of Cincinnati.
Recess.
Sightseeing tour of metropolitan Cincinnati, 2:30 p. m.
Banquet, Hotel Gibson, 6 p. m.
Addresses by Julius H. Barnes and Watson S. Moore and H. D. Irwin of the U. S. Food Administration Grain Corporation.
Address by E. C. Eikenberry, of Camden, Ohio, president Grain Dealers National Association.
Messrs. Barnes, Moore and Irwin will show what Uncle Sam is doing to conserve the 1918 wheat crop for the benefit of our friends abroad.

ADVISORY COMMITTEE APPOINTED

Following the plan of action adopted at the New York conference of grain men, a national advisory committee has been formed for a consultation with the Food Administration Grain Corporation. The members of the Committee from the Council of Grain Exchanges are: Wm. N. Eckhardt of Chicago, Frank I. King of Toledo and John O. Ballard of St. Louis; from the Grain Dealers National Association: A. E. Reynolds, Geo. A. Wells, and U. F. Clemons for the country grain trade; from the terminal elevator interests: G. F. Ewe of Minneapolis, C. B. Pierce of Chicago and E. W. Shields of Kansas City.

TERMINAL NOTES

The Clark Bundy Grain Company was recently organized at Wichita, Kan., with capital stock of \$50,000.

Fred C. King, junior member of C. A. King & Co. of Toledo, Ohio, is spending the month of May touring in California.

A. K. Taylor of Taylor & Bournique Company, Milwaukee, Wis., was a visitor on a number of Eastern exchanges early in May.

A. W. Lynch, president of the Magee-Lynch Grain Company of Cairo, Ill., returned home early in May from a two weeks' trip to points in Texas.

James P. Ryan, who has been prominent in the cash grain trade on the Chicago Board of Trade has formed a connection with J. E. Brennan & Co.

The Milwaukee Chamber of Commerce, Milwaukee, Wis., by subscribing \$575,000 to the Third Liberty Loan exceeded its quota by more than 50 per cent.

Arthur G. Evans, D. L. Hunter and Jack Price, all connected with the grain trade of Kansas City, Mo., have joined the tank corps of the National Army.

Frank A. Miller and Frank J. Saibert, for a number of years past with James E. Bennett & Co., of Chicago, have been admitted into partnership in the firm.

Among the large subscriptions at Buffalo, N. Y., for the Third Liberty Loan was one of \$50,000 from George E. Pierce and one of \$50,000 for Nisbet Grammer.

Roy Leonard Miller of L. F. Miller & Sons, grain merchants of Philadelphia, Pa., was married the latter part of April to Miss Lydia E. Hartman of Littlestown, Pa.

The A. C. Gale Company of Cincinnati, Ohio, has moved its offices into the Gwynne Building in order to be more conveniently located to the Grain and Hay Exchange.

W. A. Boardman, manager of the East Side Iron Elevator of Toledo, Ohio, is now in charge, at Toledo, of exports shipments for the Quartermaster's Department, U. S. A.

William D. Fulton, chairman of the Grain Board of the Boston Chamber of Commerce, has received the nomination for director of the Chamber for term of 3 years.

Lester George Wood, trader for Logan & Bryan, Chicago, Ill., was the recipient of a handsome gift late in April from his friends "on 'Change" to

commemorate the eleventh anniversary of his wedding.

For oversubscribing its quota of the Third Liberty Loan the Chicago Board of Trade was presented with an honor flag. It now hangs in the visitors' room of the Board.

W. E. Harris, grain broker on the Baltimore Chamber of Commerce, has admitted his son E. R. Harris into partnership and the firm name is now W. E. Harris & Son.

H. B. H. Woodworth, president of the Woodworth Elevator Company, Minneapolis, Minn., was recently elected chairman of the Minneapolis chapter of the Red Cross.

Charles T. Beardsly of the grain commission firm of Picker & Beardsly of St. Louis, Mo., is home again after a few weeks spent with his wife at Excelsior Springs, Mo.

The Northern Grain & Warehouse Company of Seattle, Wash., has taken over the Bement Flour Mill at Walla Walla, Wash. B. F. Ousley will do the grain buying for the company.

John E. Brennan & Co. have succeeded Brennan & Carden, one of the older houses on the Chicago Board of Trade. Reason assigned for the change was the retirement of John Carden.

The Douglas Company, large manufacturers of corn gluten feeds at Cedar Rapids, Ia., has purchased additional land adjoining its factory to provide for possible future enlargement.

Robt. F. Newman, until recently with the J. Rosenbaum Grain Company of Chicago, Ill., is now in the tank corps at Camp Gettysburg, Pa., and will leave for France after 60 days training.

The annual report of the Duluth Board of Trade, Duluth, Minn., for 1917, is being distributed to the trade. It comprises some 100 pages of statistics and general grain and milling information.

The Corn Products Company of New York, with grain department located in Chicago, Ill., received a cargo of Argentine corn at New York early in May. The quality was said to be excellent.

M. E. Cook, former grain commission merchant and member of the Chicago Board of Trade, now of Spink County, South Dakota, was a visitor "on 'Change" at Chicago the latter part of April.

W. M. Sloan, who has represented "on the road" Goffe & Carkener Company of Kansas City, Mo., for several years past, has resigned to engage in the oil business with headquarters at Enid, Okla.

W. P. Devereaux, president of the grain commission firm of W. P. Devereaux Company, Minneapolis, Minn., was recently appointed Food Administrator for Hennepin County by A. D. Wilson, Minnesota Food Administrator.

G. A. Saunders, the manager of the Minneapolis branch of Logan & Bryan of Chicago, Ill., was confined to his home early in May by an attack of pneumonia. The attack was not serious and expected to be of but short duration.

The Interstate Commerce Commission has suspended the reconsignment rules on grain, seeds, hay and straw effective May 1. The new reconsignment rules on other than grain, seeds, hay and straw also became effective May 1.

At the annual meeting of the Nashville Grain Exchange, E. M. Kelly was reelected president, F. E. Gillet, vice-president; W. R. Tate, second vice-president. Directors, W. T. Hale, Jr., C. D. Jones, R. H. Worke, S. C. Wilks, J. N. Covington.

E. A. Fitzgerald, president of the Cincinnati Grain & Hay Exchange, appointed the following committee on arbitration: John De Mollet, chairman; Frank R. Brown, Ralph Gray, John G. Broxterman, B. H. Wess, F. F. Collins, Charles W. Schmidt.

I. H. Blood, who has been for several years past manager of the Wichita office of the Norris Grain Company of Chicago, Ill., and Kansas City, Mo., has associated himself with the Kansas City office of the Grain Corporation, assistant to E. F. Beyer.

Fayette L. Vaughn, formerly weighmaster for the Kentucky Public Elevator Company at Louisville, Ky., has been appointed an official weigher under the supervision of the Louisville Board of Trade,

having taken a position with the grain firm of S. Zorn & Co.

O. F. Phillips, of United States office of Markets and Rural Organization at Cincinnati, Ohio, was transferred the latter part of April to Chicago, Ill. He was tendered a complimentary banquet by the Cincinnati Grain & Hay Exchange before leaving for his new post.

An application has been filed in the Circuit Court at St. Louis, Mo., for an order to dissolve the W. L. Green Commission Company. The assets of the company were taken over by the Marshall Hall Grain Company in June, 1915, for future dissolution of the concern.

The *Daily Trade Bulletin* of Chicago, published by Howard, Bartels & Co., entered its 57th year May 1. Editor B. Frank Howard, of international reputation, has been in poor health recently but his friends are glad to see him making a decided improvement with daily trips to his office.

L. W. Forbell, head of L. W. Forbell & Co. of New York, N. Y., has succeeded Ferdinand A. Meyer of Baltimore, Md., as member of the Legislation Committee of the Grain Dealers National Association. Mr. Meyer resigned on account of the duties of his new office of fuel administrator for Maryland.

Owing to the death of Charles E. Niswonger, junior member of the Blanchard-Niswonger Company of Omaha, Neb., the Blanchard Grain Company has been formed to continue the business. J. B. Blanchard continues as president of the company and Howard McMonies is vice-president.

The F. B. Clay Grain Company of Kansas City, Mo., has been reorganized and incorporated with a capital stock of \$25,000. Frank B. Clay is president of the company, J. F. Leahy, vice-president and R. W. Sampson, treasurer. The members of the firm are well known in the grain trade of the Southwestern territory.

Recent election of officers on the Buffalo Corn Exchange, Buffalo, N. Y., resulted in the selection of Dudley M. Irwin as president, succeeding F. A. McLellan, who had served four years and declined reelection. A. B. Black was elected vice-president and W. G. Heinold was reelected treasurer. Fred E. Pond was reappointed secretary.

Charles L. Raymond, who joined the Chicago Board of Trade in 1863 and served as its president in 1897, recently posted his membership for transfer. He paid \$25 for his membership and sold it for \$5,000. He retired from active business a few months ago at the age of 78 years.

H. V. Lancaster, for a number of years past associated with the E. C. Dreyer Commission Company of St. Louis, Mo., has engaged in business on his own account as the Lancaster Commission Company. The firm will do a general grain, flour, and fuel business with offices in 506 Merchants Exchange Building.

F. G. Ernst Lange of the California Grain Company, San Francisco, Cal., was visiting on the Chicago market the latter part of April, being introduced on the Chicago Board of Trade by Mr. Newman of Rosenbaum Bros. Mr. Lange was on his way home after a trip among the grain trade in the West and South.

George J. Tansey has been appointed chief of the Enforcement Division of the Food Administration Grain Corporation for the St. Louis zone which comprises 12 states. Mr. Tansey is the head of a St. Louis transfer company and is without special knowledge of the grain or milling business. His duties will be to enforce the food laws, particularly with reference to grain.

William Simons, president of the Sawers Grain Company of Chicago, Ill., was the recipient of many congratulations from his friends on the Chicago Board of Trade late in April on the announcement that twin girls had been added to his family of seven. Twin boys head the family and there are now twin girls at the foot, making nine kiddies in all. Some grain merchant, we say. Mr. Simons' family lives at Kentland, Ind.

Charles D. Michaels, one of the foremost writers of grain markets and conditions at Chicago, Ill., for

TRADE NOTES

years, grain editor of the *Chicago Herald* until it merged with the *Chicago Examiner*, assumed the editorship of the grain page of the *Chicago Tribune* Monday morning, May 13. Mr. Michaels is a man of wide acquaintance in the grain world and there are none who enjoy a greater confidence of grain dealers everywhere. The *Tribune* is to be congratulated on securing so able a man for its grain department.

The Stratton-Ladish Milling Company has been organized at Milwaukee, Wis., with a capital stock of \$500,000. The principals are P. P. Donahue, president, who is also president of the Donahue-Stratton Company, one of the foremost grain firms on the Milwaukee market. Mr. Donahue is a director of the Grain Dealers National Association. H. W. Ladish, vice-president, is the president of the Milwaukee Chamber of Commerce, secretary and manager of the malting firm of Ladish-Stoppenbach Company and identified with other business interests of Milwaukee. H. M. Stratton, the treasurer, is vice-president of the Donahue Stratton Company and vice-president of Briggs & Stratton Company. Stuart A. Hyde, secretary and general manager, like his fellow officers, has been associated with the grain or milling interests his entire business career. The company has purchased the Hansen plant of the American Malting Company and will put in a 500-barrel rye mill, besides operating a 2,000-barrel corn mill and feed mill.

CHANGES IN MEMBERSHIP

Chicago.—Memberships have been recently granted the following on the Board of Trade: Jerome Lewine, Edwin A. Bowles, James P. Grant, Lewis E. McAtee, N. L. Carpenter, Henry J. Frenzel, Harry T. Johnson, Geo. E. Newman, Theo. W. Swift, Frank A. Jost, John H. Elker, Frank J. Siefert and Paul A. Dett. The memberships of the following have been transferred: Henry Hentz, J. F. Budelman, H. C. Wilson, Geo. A. Hill, J. N. Carpenter, Wm. A. Hutton, Chas. B. Slade, Edwin J. Kuh, Jr., L. A. Brosseau, A. J. Flatt, A. C. Wolfe, Frank L. Kidder and E. S. Waterbury. Reported by Secretary John R. Mauff.

Duluth.—C. B. Parsons has been elected to membership on the Board of Trade. Reported by Secretary Chas. F. MacDonald.

New York.—Frank S. Lennon, John W. Craig of Shane Bros. & Wilson Company, J. F. Vietor of Wm. H. Muller & Co., and Douglas Dallam of the Eastern Selling Association, Inc., have been granted memberships in the Produce Exchange.

Peoria.—A. C. McKinley of E. B. Conover Grain Company, Peoria; J. J. Lind, Washburn-Crosby Company, Peoria; R. S. Turner, Turner Hudnut Company, Peoria; Tom Blair, Warren Commission Company, Peoria; Geo. Stemm, McFadden Grain Company, Peoria; A. F. Marquardt, E. B. Conover Grain Company, Peoria; L. A. Bowman, Geo. L. Bowman & Co., Peoria; W. P. Cavanaugh, Mendota; and Alex Horsch, St. Louis, Mo., are new members on the Board of Trade. Reported by Secretary John R. Lofgren.

GRAIN SUPPLIES OF APRIL 1

The survey of grain supplies in the United States completed by the Department of Agriculture on April 1, shows the stocks in the hands of elevators and grain warehouses, general warehouses, grain mills, and wholesale grain dealers. Wheat, 29,124,278 bushels; corn, 32,874,984 bushels; oats, 46,264,661; barley, 14,439,134; rye, 4,117,542; wheat flour, 2,268,328 barrels; whole wheat and graham flour, 50,519 barrels; corn flour, 5,537,784 pounds; granulated cornmeal, 19,145,010 pounds; other corn meal suitable for human food, 10,242,141 pounds; rye flour, 264,179 barrels; rye meal, 1,059,831 pounds; barley flour, 395,261 barrels; barley meal, 697,173 pounds; buckwheat flour, 907,634 pounds.

WITH a cargo of 640,000 bushels of oats, the largest grain cargo ever loaded at a Lake Michigan port, the Steamer *Harvester*, on April 18, sailed for Port McNicoll, Ont. She was the first of the grain fleet to sail and arrived considerably late owing to the ice in the Georgian Bay.

The Colonial Government is building new corn mills at Barbados and Jamaica, British West Indies, and a corn mill at Georgetown, British Guiana, South America. Each mill will be fitted out with a Hess Drier, shelling, cleaning and grinding machinery.

The Strong-Scott Manufacturing Company, Ltd., of Winnipeg, Man., has engaged W. Hill to represent them in the sale of machinery in the Dominion. Mr. Hill was formerly miller for the Dominion Government Grain Research Laboratories, Winnipeg, and has a wide acquaintance among the Western grain trade and milling interests.

The Anglo-American Mill Company of Owensboro, Ky., has engaged E. H. Sherwood to take charge of its advertising department. Mr. Sherwood has been for the past few years the advertising manager of the *American Co-operative Journal* and is fully qualified to boost sales of the American Marvel Mill through the important medium of printer's ink.

A help to the buyer is often a friend indeed. George B. Carpenter & Co. of 440 Wells Street, Chicago, Ill., are offering their 1100-page catalog to the grain elevator and flour milling trade. They call it a real "buyer's help." It will prove a handy reference book in the office of any grain elevator or mill and a postal will bring it, as it is mailed free on request.

M. J. Young, sales manager for the Philip Smith Manufacturing Company of Sidney, Ohio, left home April 26 for Camp Sherman at Chillicothe, Ohio, where an assignment to duty awaited him. Mr. Young was very popular among the milling and grain trade of Ohio and the Central States, and he will be greatly missed by many friends until his return from a victorious end of the war.

The Wolf Company of Chambersburg, Pa., has just placed on the market their new Wolf Perfected Steam Drier designed to meet the growing demand for properly dried or "cured" cereals. The machine purifies, dries, sterilizes, and gives to corn products their high natural flavors, palatableness and long, sanitary keeping qualities. It is said to dry the most delicate substances thoroughly without discoloring, scorching, or injuring.

The Gruendler Patent Crusher & Pulverizer Company of St. Louis, Mo., is erecting a new plant adjoining its present one, which will increase the output of the Gruendler Grinders 10 more per day. The growth of orders for the various sizes of the Gruendler Patent Crushers and Pulverizers has been phenomenal, as the company had recently installed the latest automatic machinery to keep up with their trade. In spite of all improvements made for the business, a new plant was found to be absolutely necessary.

W. C. Polk, president of the Polk-Genung-Polk Company of Fort Branch, Ind., manufacturers of monolithic concrete grain storage tanks, was recently elected president of the Circular Monolithic Structures Association. This organization was recently formed by silo grain tank and coal pocket contractors to promote interest in circular concrete construction. As far as the grain trade is concerned there is scarcely need today of any educational propaganda to boost the use of concrete storage. It is generally conceded that this type of storage has a value second to none, and the Polk-Genung-Polk system likewise enjoys a reputation of the foremost rank in the construction of concrete tanks for housing grain.

The Tropical Paint & Oil Company of Cleveland, Ohio, points out the fact that only a paint of superior merit can withstand the assaults of extremes in heat and cold as well as the wind, rain and sleet. They have made special effort, covering years of improvement in their product, to produce

a paint for the exterior of grain elevators that is absolutely reliable and economical, giving long service as well as presenting an attractive appearance. This paint is sold under the brand Tropical Elastikote and has made permanent friends among grain elevator owners wherever used. For elevator interiors B & P Special Enamel is used, which enjoys the same high reputation for value as the Tropical Elastikote.

The stockholders of the Joseph Dixon Crucible Company of Jersey City, N. J., held their annual meeting in April, electing the following officers: George T. Smith, president; George E. Long, vice-president; J. H. Schermerhorn, vice-president; Harry Dailey, secretary; William Koester, treasurer; Albert Norris, assistant secretary and assistant treasurer. The report made by President Smith and the remarks made by him on the business of the company were received by the large number of stockholders present as most satisfactory and pleasing in every way. The American Graphite Company, incorporated under the laws of the state of New York, is a subsidiary of the Joseph Dixon Crucible Company, and its annual election was held on the same day as that of the Joseph Dixon Crucible Company, resulting in an election of the following officers: George T. Smith, president; George E. Long, vice-president; J. H. Schermerhorn, treasurer; Harry Dailey, secretary. The directorate is the same as that of the Joseph Dixon Crucible Company.

THE GRAIN TRADE IN PIONEER ILLINOIS

The current issue of the *Journal of the Illinois State Historical Society* contains an interesting monograph on transportation in Illinois previous to 1860, by Judson Fiske Lee of Lewis Institute, Chicago. This work, which deserves republishing in book form, naturally contains many references to the early grain trade of Illinois; for the early commerce of the state was based almost wholly on the products of the soil.

In the earliest years the great rivers in and bounding the state were the only pathways of commerce. It may surprise some to know that prior to 1835, Lake Michigan was a negligible factor in transportation. By 1833 only two vessels had visited Chicago; and yet in 1836, 456 entries were made; and by 1839, a regular line of eight boats ran from Buffalo to Chicago, taking 16 days for the trip. In 1841, the arrivals and departures of craft for the season averaged 150 per month.

No such growth in commerce would have been possible except for the rapid settlement of the back country. Grain was the chief article of export and wheat was the principal cereal, for northern Illinois was a wheat country in those days. Much of it went down the Illinois and Mississippi to St. Louis; but much also found its way to Chicago for export. Wheat was first shipped from Chicago in 1839. So rapidly did the grain trade increase that in 1841, there were not vessels enough to carry the wheat away. Trains of from 13 to 20 wagons loaded with wheat were a frequent sight in Chicago and at times lines of 80 wagons might be seen in the country enroute to Chicago.

This congestion of wheat was due to the fact that merchants in the small towns were buying cheap wheat and having it hauled to Chicago. One firm in Ottawa, 85 miles from Chicago, advertised in 1842 for 50 teams to haul wheat to Chicago for shipment. In 1842, 586,907 bushels of wheat were exported from Chicago. The exports of wheat continued to increase until 1848, when the cultivation of other grains was given attention and wheat lost its relative importance in the Chicago market. Corn took its position as the most important ex-

port grain in the years immediately preceding 1860.

In 1841, Chicago was the grain market for northern Illinois, a portion of Indiana and a considerable part of Wisconsin. One reason why farmers hauled their grain such long distances was that higher prices could be secured in cash and goods bought at very much lower prices than at home; for whether the farmer sold his grain to the neighboring merchant or miller or carried it to Chicago, he took home supplies with the proceeds. For instance, in September, 1842, when Chicago was paying 53 to 54 cents cash for wheat, Springfield offered but 37½ cents in trade. In 1841, on the same day that Chicago was paying \$1, Peoria bought wheat at 40 cents. And at nearer points, during the same year, wheat was fetching 50 cents a bushel when Chicago was paying 87 cents. The combined advantage of cheap water transportation for the goods it sold and the wheat it exported was too great to be overcome; and it was only when interior points could get transportation of goods by rail or canal, that they could compete at all with Chicago. The need of communication with Chicago before the coming of the canal and the railroad, led to the building of plank roads radiating from Chicago and rendering the trips of loaded wagons easier through the bottomless mud of the prairie soil.

It was the building of the railroads and canal that developed the grain trade of the state on systematic and permanent lines. Farmers, merchants and millers need no longer haul surplus grain a hundred miles to find a market. Towns located on either railroad or canal became centers for the grain trade of the neighborhood with millers and grain dealers who could pay cash for grain for reshipment to Chicago. When the railroad was completed through Marengo, four warehouses were built, each with a capacity of 60,000 bushels, and grain could not be shipped as fast as it was bought. When the Galena and Chicago Union Railroad (the first in the state) was completed even as far as the Desplaines River in 1846, only about 12 miles from the city, a large quantity of wheat had accumulated there awaiting shipment. Within a few years of the road's completion, Clinton, Elgin, Belvidere, Rockford and other towns and stations were active grain centers.

The change to a local market paying cash prices for grain was a very substantial gain for the whole interior. These facilities contributed to rapid growth. For instance, Livingston County had in 1850 a population of only 1,552; it raised in that year 15,517 bushels of wheat and 129,785 bushels of corn. By 1860, the population had increased to 11,632, the production of wheat to 146,037 bushels and the production of corn to 1,002,300 bushels.

The Illinois & Michigan Canal gave rise to a number of towns handling grain. Morris in Grundy County shipped in 1857 547,466 bushels of corn and 62,862 bushels of wheat. In 1856 Peru bought and shipped 900,000 bushels of grain. Ottawa became one of the great first-hand grain markets not only in Illinois but in the West. The banks of the canal and hydraulic basin were almost an unbroken front of grain warehouses.

One of the towns that early secured prominence in the grain trade was Spring Bay in Woodford, now a small village. In 1843, Munn & Scott started in the grain business. They built a grain warehouse in 1844. Two others were soon after erected and for 20 years the place was one of the largest grain markets in Illinois. Nearly the whole county hauled grain to Spring Bay and a hundred wagons loaded with grain were often seen in one day. Munn & Scott eventually removed their business to Chicago.

IT is reported that Canadian railways will apply for permission to charge higher freight rates on grain shipments from western Canadian fields to the head of the Great Lakes if shipment of American coal into Canada is suspended. An official of one of the railroads stated that if boats and railways are forced to make the home trip empty, instead of carrying the customary amount of coal, there would result a great loss to railways and this would finally lead to higher freight rates.

NEWS LETTERS

KANSAS CITY

B. S. BROWN - - CORRESPONDENT

KANSAS CITY grain men are proud of the fact, which recent investigation disclosed, that in the year 1917 only 10,000 bushels of wheat were fed to stock in Missouri, or less than ¾ of 1 per cent. Moreover all wheat fed was unfit for milling purposes—musty, screenings, and in some cases what had winter killed and been sown to oats the next spring. This is especially gratifying in contrast with the reports which were prevalent in September, that wheat would be fed instead of marketed for food purposes.

* * *

A meeting was held at the Hotel Baltimore, April 22, by the jobbers in millfeeds from the Northwestern and Southwestern States. George A. Chapman, head of the Feedstuffs Department of the Food Administration, J. J. Stream, chairman of the Coarse Grain Division, and C. M. Bullitt, also of Washington, were present. Bran is selling now at \$1.60 to \$1.85 and shorts at \$1.90 to \$2.10 but very little trade prevails.

* * *

It is reported from Rosston, Okla., that 2,000 bushels of wheat were seized on the farm of Adam Rader and a portion of the proceeds invested in Liberty Bonds.

* * *

A meeting was held the middle of April by the Receivers' and Shippers' Association of the Kansas City Board of Trade for the purpose of hearing the committee report on the handling by local elevator men of 1,070,000 bushels of corn sold to the United States Government in March. The results of the investigation will be brought before the Food Administration. George Davis is president of the organization, and Ben Hargis is secretary.

* * *

Secretary E. D. Bigelow of the Board of Trade recently received a letter from R. R. DeArmond, a former member who is now a lieutenant in the American Expeditionary Forces in France, in which he spoke very highly of the Y. M. C. A. work there. Lieut. DeArmond said that he regarded it as almost indispensable to the soldier for his comfort and cheer.

* * *

Ross Rasmussen, for years with the Kansas City Board of Trade in the secretary's office, has entered the service of the Moore-Seaver Grain Company. Mr. Rasmussen was succeeded by John Shelley.

* * *

D. F. Hunter, for 11 years with the Orthwein-Matchette Company, together with Arthur Evans, formerly a member of the Exchange and in the employ of Moffat Grain Company, and recently with the Food Administration Grain Corporation and Jack Price with C. V. Fisher Grain Company recently joined the Tank Corps from Kansas City. The members of the Board of Trade made up tobacco funds for the three of \$116, \$102, and \$68 respectively. The company has left for Jefferson Barracks, St. Louis, where they will remain a few days, afterwards being stationed at Gettysburg, Pa.

* * *

The Enforcement Division of the Food Administration Grain Corporation is making special efforts to locate grain dealers who have not taken out licenses, as required by the Government, D. F. Piazzek, head of the local office, has announced. The Kansas City zone embraces six states. Negligence in a matter of this kind is not to be excused, it

was said, and when offenders are found they will be punished severely, whether or not their failure to conform to the rules was due to carelessness. Under the food laws a fine of \$5,000 or two years' imprisonment, or both, may be the penalty for such violation.

* * *

The Kansas City Board of Trade and the St. Louis Merchants' Exchange have resumed posting continuous quotations for corn and oats futures, under the reciprocal agreement that existed before the maximum price of \$1.28 for corn was established. The new plan of trading in coarse grain futures, which became effective a month ago, did away with maximum prices and there is now a moderate amount of spreading operations between the two markets.

* * *

The mass meeting of the Grain Dealers National Association, scheduled to be held at Kansas City May 6 and 7, was cancelled when the Food Administration Grain Corporation called a conference of grain exchange representatives at New York, April 30. At this conference about the same questions were considered as the grain dealers intended to take up at Kansas City and it was thought unnecessary to have two discussions along the same lines within a short time. The postponed meeting may be held in Kansas City late in May or the first of June, Secretary Quinn announces.

NEW YORK

C. K. TRAFTON - - CORRESPONDENT

THEIR success in raising the handsome sum of \$6,000,000 for the Second Liberty Loan, served to greatly stimulate the ambition of the Liberty Loan Committee of the New York Produce Exchange, and as a consequence they established their quota at \$10,000,000 when the campaign for the Third Loan was started. Of course, there were skeptics who doubted their ability to surpass their previous fine record so substantially, but such fears proved to be without foundation as the big dial on the Exchange floor showed at the finish that \$10,592,500 had been subscribed. Throughout the campaign the members of the committee worked vigorously and incessantly, their heaviest "drives" being made at the five big meetings held on the big trading floor, the first four of which were open to the public. At the first meeting, on April 9, Thomas W. Lamont of J. P. Morgan & Co., was the principal speaker, while Miss Louise Homer, daughter of the famous operatic star, delighted the large audience with several patriotic songs. Music was also furnished by a drum corps and the band of the 22d Regiment of the new State Guard. At the second meeting, on the 16th, Hon. George W. Pepper of Philadelphia spoke, and Mrs. Grace Anthony sang. Captain Arthur H. Chute of the Canadian Army spoke at the third meeting and was ably assisted by James T. Powers, the famous comedian, who brought out many liberal subscriptions by his songs and recitations. For the last public meeting, on the 30th, an "all-star bill" was arranged. Benjamin Strong, Governor of the Federal Reserve Bank of the Second District, made a brief but vigorous speech and was followed by Hon. Charles E. Hughes, ex-Justice of the Supreme Court and ex-Governor of New York State, who aroused great enthusiasm by his stirring exposition of the country's war aims and forceful denunciation of Prussianism. A furore was created when Harry Lauder, the world-famous Scotch comedian, marched

on the floor at the head of his Kilties Band. In conformity with the importance of the occasion, Mr. Lauder omitted all idea of comedy, but stirred the audience deeply with his simple, strong arguments and touching allusions to his visits to the trenches. Entertainment was furnished by a large chorus from the Four-Minute-Men's Glee Club. Lieutenant Hasler, U. S. N., who is a member of the Exchange, was present with a machine gun company from the Navy and many rounds of "blanks" were fired on the basis of one shot for each \$1,000 subscription. The price was then reduced to \$100 per shot and the noise became deafening. The last meeting was "a family affair" and it was not long before the balance needed to put the Exchange "over the top" was subscribed.

* * *

The list of officers of the New York Produce Exchange for the coming year shows practically no changes as a result of the recent election. The following were re-elected: President, R. A. Claybrook of the New Ulm Roller Mill Company; Vice-President Edward Flash, Jr., of the Edward Flash Company; and Treasurer Edward R. Carhart of the Battery Park National Bank. The following were elected to serve two years on the Board of Managers: Walter B. Pollock of the New York Central Railroad; Edward T. Cushing, grain; James P. Grant, provisions; W. W. Starr, flour; A. MacLay Pentz, shipping. Edward G. Burgess of the International Elevator Company, was re-elected Trustee of the Gratuity Fund.

* * *

Paul H. Vilmar, who has been a prominent figure in grain circles for many years, latterly as export manager for the big firm of James Carruthers & Co., Ltd., recently returned to his post on the Produce Exchange and was cordially welcomed by his friends and associates. Owing to poor health, Mr. Vilmar had been absent for about four months, being confined to the house most of the time.

* * *

Wm. H. Kemp, who retired from the presidency of the old grain firm of Milmine, Bodman & Co. some time ago, has been made a director of the new firm which was recently incorporated. He will have charge of the affairs of the company during the absence of its president, Herbert L. Bodman, who secured a commission at the Plattsburg Training Camp and has gone to France with the American Expeditionary Forces.

* * *

David Robbins of Salt Lake City, who attended the recent conference of grain men in this city as a delegate from the Utah-Idaho Grain Exchange, spent part of his leisure time on the Produce Exchange. He spoke very favorably regarding the progress of agriculture in Utah and Idaho, stating that production, especially of wheat, had been increasing. This year's wheat crop in Utah was 8,000,000 bushels, against 6,000,000 bushels last year, while Idaho raised 16,000,000 bushels, against 12,000,000 bushels in 1917.

* * *

According to members of the local grain trade, some farmers in New York State who had paid as much as \$3 for seed corn and found that it did not germinate properly in many cases, have replanted largely with Argentine corn for which they also paid \$3. In most cases it was said that the outcome was apparently satisfactory as the corn germinated properly.

* * *

Charles W. Band, head of the New York office of James Carruthers & Co., Ltd., naturally takes a keen interest in anything concerned with the welfare of Canada, and especially in relation to the war. His son Percy Carruthers Band is a captain in the Canadian Overseas Forces and was recently honored because of conspicuous gallantry in action. At a recent concert at the Hippodrome under the auspices of the Canadian Society a Boche helmet picked up on the battle-field was put up for auction and Mr. Band bought it in for \$600.

* * *

As a consequence of the recent big grain trade conference the Visitor's Register on the New York

Produce Exchange contained the names of more out-of-town grain men than ever before known at any one time. In some cases the entire delegation from different cities or associations came on in a body. George E. Marcy and Robert McDougal of the Chicago delegation, who are members of the Exchange, took advantage of the opportunity to visit their friends; also A. Stamford White, president of the Board of Trade, and Charles B. Pierce of Bartlett Frazier Company, who represented the Terminal Elevator Grain Merchants' Association. Other Chicago visitors during the month were: Arthur S. Jackson, Arthur W. Cutten, C. W. Austin and Frank S. Cowgill of Bartlett Frazier Company.



ST. LOUIS, like other markets, has suffered a severe decline in corn and oats prices in the last three weeks, largely as a result of perfect crop conditions and professional selling, based on declining cash markets, in the absence of export demands and buying by leading industries, which did so much to maintain prices while the severe winter interfered with transportation. Pit sentiment has been decidedly bearish for over a month, and for this reason traders as a rule have benefited by the decline. The lower range of quotations also has been welcomed generally by commission houses, as speculative trading has improved materially since the restrictions were removed on corn and oats and prices have moved down into territory where the average trader feels more secure in making commitments on either side of the market.

Cash houses have reaped the benefits of a large run of corn and oats to market, and as the movement shows no signs of abating market interests expect continued active business throughout the spring and summer, especially as the increase in the number of our troops abroad, must necessarily call for large buying by the Government for export.

The trade, both speculative and cash, is hoping that the present prospect in the grain fields will continue, as large yields of oats and corn will assure more stable market conditions next winter, and should the wheat harvest bear out the present promise there is a growing belief that the Government will see its way clear to remove the restrictions on dealing in wheat futures, as recent statements of Mr. Hoover have indicated that an open market is very much to be desired in handling the crops of the country, when the supplies of grain are sufficient to prevent any excessive shortage, as has been the case recently with corn and oats.

* * *

Most flattering prospects for Missouri's wheat crop were shown by the state crop report issued last week, by United States Field Agent H. A. Logan and Secretary of the State Board of Agriculture Jewell Mayes. The promise for the state is 45,693,000 bushels, a record, and the condition May 1 of 95 is only 5 per cent less than a maximum crop. Neither Hessian flies nor chinch bugs are prevalent and the wheat in the last several weeks has shown steady improvement in condition. Only 1 per cent of acreage was plowed under this spring, against 22 per cent last year.

* * *

Patriotic spirit was manifested in a high degree on the Merchants' Exchange at the close of the Liberty Loan, when, after subscribing to approximately \$300,000 of the bonds, members of the Exchange, under stimulus of a special appeal from Acting President Charles L. Niemeier to "buy another bond," in an hour's time ran up subscriptions of \$130,000 and made the showing of the milling and grain interests one of the best in St. Louis.

* * *

Christian Bernet of Bernet, Craft & Kauffman Milling Company, was the first to appear on the floor of the Merchants' Exchange wearing a straw

hat; and when he did so received a rousing cheer from pit traders. President J. O. Ballard was the second to appear in a "straw bonnet" and likewise received a cheer. Who's next?

* * *

H. V. Lancaster, who for several years has been connected with the E. C. Dreyer Commission Company, has entered business for himself, under the title of Lancaster Commission Company, at 506 Merchants' Exchange Building. The firm will deal in feeds, grain, flour, seeds and alfalfa meal.

* * *

George J. Tansey for years president of the St. Louis Transfer Company, will be associated with E. M. Flesh, second vice-president of the Food Administration in the St. Louis zone, comprising 12 states. His duties will be to enforce the food laws, particularly with reference to grains. He was appointed by General Counsel Boyden in Washington, and will serve without pay.

* * *

J. J. Mansfield of Bartlett Frazier Company, Chicago, was in St. Louis last week, and was on the Merchants' Exchange with A. C. Petri, the firm's St. Louis representative.

* * *

Members of the St. Louis Merchants' Exchange, at a recent meeting, raised \$367 for the United States Marine Corps, the fund to be used in advertising purposes to assist in securing recruits.

* * *

Charles G. Simon, formerly head of the Great Western Feed Company, St. Louis, and Eugene Taylor of Pensacola, Fla., have purchased 5,000 acres of land at Beymon, Alberta, and will plant it in wheat. Several cars of machinery and mules were shipped out of St. Louis recently to start the new enterprise.



THE wheat crop outlook in Ohio, as reflected by the Government report, issued last week, was never more promising in the history of the state, and with weather conditions at all favorable for the balance of the season, Ohio bids well to smash her record of 1917, when 41,140,000 bushels were harvested.

The May 1 forecast is for 33,492,000 bushels of wheat, and is cause for optimism in view of the Government's guess last year at this time of 29,198,000 bushels, when the state produced its record yield of 41,140,000 bushels.

* * *

The following were duly elected to membership in Toledo Produce Exchange at the regular meeting of the directors: George R. Forrester, manager of the grain department of Chatterton & Son; Wm. H. Annin, of W. H. Morehouse & Co.; O. W. Randolph, president of the Randolph Grain Drier Company, Toledo, and Sam L. Rice, of the Metamora (Ohio) Elevator Company.

* * *

J. W. Young has returned to the floor after an auto trip through southern Pennsylvania and Maryland. Mr. Young declared crop conditions are exceptionally good, farmers in all directions working over time and seeding an unusually large acreage.

* * *

George D. Woodman, the popular manager of the Rosenbaum Bros.' Toledo elevator, has received a 22-page letter from his brother, Sergeant H. J. Woodman, a civil engineer in Wyoming, who enlisted with the Engineering Corps and is now "Somewhere in France" with the American Expeditionary Forces. Mr. Woodman draws a word-picture of his experiences from the time their transport left port until their safe arrival in France, in a most interesting style, and the letter is going the rounds among 'Change men—in fact, George hasn't been able to

keep it in his hands, long enough for a second reading.

* * *

Toledo grain trade will be well represented at the annual meeting of the Illinois Grain Dealers Association at Chicago, May 21 and 22. The delegation from here will include the following: Kent. D. Keilholtz, of Southworth & Co.; Chas. E. Patterson, of John Wickenhiser & Co.; W. W. Cummings, of J. F. Zahm & Co.; O. W. Randolph, inventor of the well-known grain drier bearing his name; W. H. Haskell, J. W. Young and H. D. Radatz.

* * *

Chatterton & Son's elevator at McBain, Mich., was destroyed by fire recently, with a considerable loss. Several cars of hay were burned as well as 9,000 bushels of beans, 2 cars of rye, 2 cars of corn and about \$60,000 worth of feed. The loss was entirely covered by insurance.

* * *

David Anderson, president of the National Milling Company, is doing his bit to further the cause of democracy. Mr. Anderson has two sons in the Government service. David Anderson, Jr., is already in France and Harold is in the aviation corps in Texas.

* * *

Frank H. Hathaway, well-known to the older members of the grain trade for his connection in Toledo with the old firm of Churchill-Bennett Company, died at his home here after an illness of more than a year.

* * *

Back in the early days of the war between Spain and the United States, when President McKinley desired to send a message to the leader of the Insurgents, Garcia—somewhere in the mountain fastnesses of Cuba—he sent for a man by the name of Rowan; and that man took the message and disappeared into the jungle, coming out, three weeks later, on the other side of the Island and delivered his message safe in the hands of Garcia.

"Who'll take a message to Garcia?" Meet Mr. W. A. Boardman, of Toledo, Ohio, well-known to the grain trade and manager of the East Side Iron Elevator Company.

When the United States emergency fleet corporation found it expedient to have a representative to look after their interests at this point, they wire Boardman. And like Rowan, he did not hesitate; he didn't ask "Why?"—"How?" etc. Boardman took the message and he delivered. His coat came off and he got busy, with the result that he has perfected an organization that is running smoothly and Toledo has made the best showing of any lake ports; loading at Detroit, Cleveland, and other Lake Erie ports has been cancelled and in the future all loading of the emergency fleet corporation will be confined to Toledo. Already six overseas boats, garbed in their war paint, have arrived and departed from the Magnolia Street docks, and more are on the way.

* * *

William Gregory, president of the Gregory-Jenison Company Minneapolis millers, was a visitor on 'Change recently. Mr. Gregory was identified with the grain interests of this city 20 years ago. When he appeared on the floor, only a few of the present members recognized him. Since moving to the Northwest he has become most successful. He stopped off here on a motor trip from Florida to his Minneapolis home.

* * *

Conditions in the milling and the grain interests of this section are quiet at this time. Millers are operating on about half time. In the grain trade there is not much activity owing to prospects of increased crops in both wheat and oats. Planting of corn is proceeding rapidly, but the acreage will be somewhat curtailed in Northwestern Ohio owing to lack of good seed corn. The increased acreage sown to spring wheat and oats also tended to cut down the corn acreage.

Arrivals of corn have been only fair. Grain dealers and millers in this section have been more anxious to get the lower grades of grain, especially ear corn, for feed purposes. However, the contract

grades that have found their way to this market have met ready buyers. Spot No. 3 corn showed some loss in April, but much was regained recently. No. 3 yellow in store brought \$1.56 Friday with No. 3 mixed quoted at \$1.50 and No. 3 white, \$1.60; track basis. Shippers have been bothered somewhat in their inability to obtain cars for shipment of the contract corn available.

* * *

The oats market at the close of the month was showing the effects of the reports on crop prospects. Prices have declined rapidly with standard white now being quoted at 78½ cents, a decline of 10 cents in the month. Millers are bidding 78 cents for wagon lots and indifferent as to them at this price. Receipts of oats have been heavy. Owing to seaboard buyers being out of the market consignments here have not appealed to the shipping side.

* * *

Led by 'Change's famous quartette, consisting of John Luscombe, of Southworth & Co.; Joe Streicher and W. W. Cummings of J. F. Zahm & Co., and Paul Barnes, nine members of the local trade journeyed to Defiance, Ohio, last week to attend the meeting of the Northwestern Ohio Farmers Grain Dealers Association. Others in the party were George Forrester, of Chatterton & Son; Joe Doering; Bill Noyes, who makes such a noise with the Randolph Grain Drier; George Woodman, of Rosenbaum Brothers, and C. E. Patterson, of J. Wickenhiser & Co. Quite a unique invitation was issued to the delegates, the same being on very thin paper and hand-engraved.

* * *

With a view of relieving the abnormal corn seed situation in this territory, Dr. A. J. Pieters, secretary of the seed stocks committee of the United States Department of Agriculture, has established an organization in Toledo, and will make this city distributing point for Ohio, Michigan, Wisconsin and Illinois. Some 40,000 to 50,000 bushels of high test Delaware corn is stored with the Toledo Grain & Milling Company.

R. T. Miles, the genial grain supervisor of this district, was host to many celebrities of the Washington and other offices of the Department of Agriculture last week. Among those to arrive were: O. F. Phillips, grain supervisor of district No. 3, with headquarters at Chicago; C. G. Frauks, Geo. H. Baston, Chas. M. Fritz, E. G. Boerner and R. H. Brown, of the grain supervision office at Washington; P. J. Brittain, grain supervisor at Boston; and J. J. Stevens, assisting in transportation, Bureau of Markets, Washington.

* * *

Major J. L. Cochran, formerly field agent of the Department of Agriculture, with headquarters at Columbus, Ohio, and who recently enlisted in the National Army, has been succeeded by J. A. Becker.

* * *

Frank I. King, "Our Boy Solomon," president of Toledo Produce Exchange, represented the Board at the conference in New York April 30 between members of the grain trade and officials of the Food Administration. Other delegates were Fred Mayer, of J. F. Zahm & Company, and K. D. Keilholtz, of Southworth & Company. All were impressed with the patriotic spirit prevailing throughout the conference, and warm in their praise of Messrs. Hoover and Barnes and strong in their belief that these great executives will solve the problem of handling the country's bumper wheat crop this year.

Upon his return, Mr. King received the announcement from President McMillan, of the Council of Grain Exchanges, of his appointment as a member of the special Advisory Committee to represent that body.

* * *

Toledo was the first city in the United States to go "Over the Top" in the Third Liberty Loan. The final report of the Treasury Department in Washington, shows that this city oversubscribed its quota 160 per cent, and that 71,237 persons in Toledo and Lucas County subscribed \$15,001,100.

BUFFALO

ELMER M. HILL CORRESPONDENT

ALL of the large grain elevators, wharves and other structures along the waterfront of Buffalo are in the barred zone. No one can enter the zone without a United States pass and anyone caught in the zone without an identification card is subject to arrest and imprisonment. Placards have been placed in prominent places in the waterfront district warning persons they cannot approach the zone without a Federal pass. "With millions of bushels of grain being handled through the Buffalo elevators, there must be every safeguard and protection from German agents," said Fred Mix, deputy U. S. marshal in charge of the waterfront district. He said also that crews of all incoming and outgoing ships are being subjected to a rigid examination so as to uncover enemy aliens and German agents.

* * *

Representatives of the large grain elevating interests along the waterfront have petitioned Mayor Buck to close all saloons in the alien enemy zone and create one police precinct in the harbor district so that one police captain will have charge of the entire restricted zone. This application was made by the elevator interests as a war measure to afford them greater protection during the busy summer and fall season when more than 150,000,000 bushels of grain will be handled through the port of Buffalo.

* * *

The grain elevator and flour mill of Fred B. Crawford at East Pembroke, N. Y., was closed for four days early in May for alleged violation of the Food Administration rules. The elevator and mill was closed voluntarily on the part of Mr. Crawford after an investigation on the part of the Federal food administrator for the district.

* * *

The elevator bill which permits grain elevators to increase the charge for elevating, receiving, weighing and discharging grain from ⅝ cent a bushel to 1 cent a bushel was passed by the New York Legislature in the closing hours of the session and has been signed by Governor Whitman. The measure had previously been rejected in the Assembly. Elevator men who appeared urging the approval of the measure, said that the old charge did not allow them sufficient profit to permit operation and was established years ago. Buffalo elevator workers also urged approval of the measure as it means a wage increase for them. The new charges have already gone into effect at all of the large grain elevators throughout the state.

* * *

Grain scoopers employes at the terminal elevators along the waterfront will receive a wage increase this year. Elevator operators have granted them an increase of 25 cents more for each 1,000 bushels of grain handled during the day and 50 cents additional for each 1,000 bushels handled after 6 o'clock at night. The rate for this season is now \$2.75 per 1,000 bushels for day work and \$3.75 per 1,000 bushels for work after 6 P. M. The wage adjustment will prevent any labor trouble during the season of navigation and the new scale will continue for one year.

* * *

Buffalo elevator and grain men responded in a patriotic manner to the Third Liberty Loan drive in which the city went over the top in a lively manner.

* * *

Fred L. Roberts, superintendent of the Wheeler Elevator, is receiving the sympathies of the grain and elevator men of Buffalo because of the death of his son, Leon John Roberts, in France. Young Roberts was 21 years old and joined the Marine Corps a year ago. He has been in France almost 9 months. He died of wounds April 29 according to

a telegram received by Mr. Roberts from Major-General George Barnett at Washington. Before enlisting young Roberts worked with his father at the Wheeler Elevator and was learning the grain business.

* * *

Charles H. Heald, municipal commissioner of finance and accounts and former president of the Mutual Transit Company operating one of the largest fleets of vessels on the lakes, has been designated by the United States Shipping Board as chairman of a Buffalo commission to adjust any differences between the grain elevator owners and operators and their employes. H. J. Griffin was named as a member of the commission to represent the employes and Riley J. Pratt will represent the elevator owners and operators.

* * *

Navigation over the Great Lakes route has been opened for the 1918 season. The first grain cargoes arrived in port during the first week in May, somewhat later than usual because of ice conditions in the upper lakes and rivers. Grain and elevator men predict a heavy grain movement in the month of May and carrying charges are practically the same as last year.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

GRAIN men of Milwaukee are taking a keen interest in widespread plans to make the city a great center for the building of ships. Prior to this time some small ships were being built here, but now there are several shipbuilding projects in the air which are said to be likely to make this one of the large shipbuilding centers on the Great Lakes. Steps have been taken by the Concrete Builders' Association to incorporate a shipbuilding concern with an initial capitalization of \$100,000, such capital to be increased very materially in case the Government is willing to turn over contracts for the building of concrete ships. Investigation of the sites possible, the readiness of materials and all other details have been turned over to the authorities at Washington through Frank Schmidt.

* * *

Milwaukee is to have fine shipping service according to the information obtained by the Traffic Department of the Association of Commerce, from the Railroad Administration at Washington which is in charge of shipping matters on the Great Lakes for this season. Milwaukee business men say that this action will have a most beneficial effect in preventing freight congestion and in relieving the urgent call for ships from grain men and from the coal trade.

The Milwaukee Association of Commerce has been working for weeks trying to restore the lake shipping service of the city. The new order provides for the organization of a Great Lakes transit concern which will operate seven modern ships. These ships will co-ordinate with railroads carrying the heavy and the bulky freight, thus permitting the shipment by rail of the commodities which the city had to do without because of the railroad congestion. The principal shipping points in the new service will be from Milwaukee to Chicago and to Buffalo.

* * *

George A. Schroeder, traffic head of the Chamber of Commerce, has been notified by Edward Chambers, director of transportation of the United States, of the plan to have lake rates the same as railroad rates. The plan, said Mr. Chambers, is to direct enough traffic to the lakes so that all the boats will be filled, going both ways. In order not to influence traffic out of the natural routes, the plan is to have railroad rates apply on the lakes.

Mr. Schroeder replied to Mr. Chambers that in view of the exigencies of the shipping situation that shippers would be satisfied with the all-rail rate basis on the lakes. The only condition that

Mr. Schroeder mentioned was that Duluth and Superior be put on the same basis as Milwaukee so that there would be no just cause for charges of discrimination in favor of any one port. Also, that the new tariffs should make proper provisions for the switching charges to and from the industries of Milwaukee and so that the lake rates will not exceed the all-rail rates.

Estimates are being made that at least 1,000,000 tons of freight will be handled by these ships during the navigation season so that rail carriers will thereby be relieved just to that extent.

* * *

As illustrative of grain farm conditions of the state, Milwaukee reports an exceedingly heavy call for farm help. Orders for help are being received here from throughout the state. In a single month the state employment offices have referred more than 2,500 men to various jobs. The calls for men are far ahead of the demand of men for places.

* * *

Newton M. Kent, a member of the Chamber of Commerce, died at Waukesha. He was an old-time operator on the Board of Trade. He entered the services of the Western Union on the Chicago exchange in 1881 and for many years served as operator in southern Illinois under the late Roswell Miller, late president of the Milwaukee road.

Mr. Kent came to Milwaukee about 15 years ago and engaged in business as a grain and stock broker. His last connection was as a member of the firm of Koppelkam & Kent, from which he retired on March 1, due to ill health. He was born in southern Illinois 56 years ago. He was a member of the Masonic order and left a wife and daughter. Interment was at Racine, Wis., active members of the Chamber of Commerce acting as the pall bearers at the funeral.

* * *

One of the important developments among the Milwaukee grain men is the organization of the Stratton-Ladish Milling Company with a capital of \$500,000. The plant of the American Malting Company, known as the Hansen plant, has been purchased with an elevator with a capacity of 800,000 bushels and two large malt plants. P. P. Donahue is president of the new company; H. W. Ladish, vice-president; H. M. Stratton is the treasurer; and Stuart Hyde is the secretary and the general manager.

* * *

President H. W. Ladish of the Milwaukee Chamber of Commerce, who has been having conferences with the Food Administration officials, says that the value of these conferences with practical grain men are of inestimable value to the Government. He asserts that the margin of profit between grain and flour has been sharply reduced. In fact, he says, the margin is now entirely reasonable and unheard of in the history of the United States. The necessity for trading in grain futures has been proved fully, the Administration now recognizing this necessity. He adds that practically all the recommendations of the grain men have been accepted at Washington, and that these reforms suggested have proved to be of very great value.

According to Mr. Ladish, grain men of the country, prior to the issuance of the May grain report of the Department of Agriculture, looked for a total crop of wheat of not less than 900,000,000 bushels and not more than 1,000,000,000 bushels. He states that this will be ample to allow 200,000,000 bushels for the Allies and still leave nearly 700,000,000 bushels for the American table, which will be adequate to furnish the nation with its normal supply of wheat.

* * *

The May rate of interest of the Chamber of Commerce has been fixed at 7 per cent by the Finance Committee.

* * *

Oats, spring wheat, barley and rye are generally looking well in Wisconsin, according to latest crop reports. Recent weather has been warmer but showers have not been adequate for all needs. A few complaints have come in of early sown oats and barley rotting in the ground during the cold weather some days ago. There is very little graz-

ing in pastures yet and meadows are backward. Corn planting has started.

* * *

County Agricultural Agent of Milwaukee County, C. D. Adams, has been urging all farmers of the vicinity to market all their wheat not needed for spring planting, or for the family table, within the next two months. The Food Administration, says Mr. Adams, is convinced that considerable quantities of wheat not needed for planting or for food are still held by the farmers of the state of Wisconsin.

* * *

The inventory of the estate of the late Robert Eliot, former president of the Chamber of Commerce, who died August 1, 1917, shows property valued at more than \$831,000, of which \$613,000 was invested in bonds of various kinds and real estate worth more than \$60,000.

* * *

The Milwaukee Chamber of Commerce has made a most enviable record in Liberty Bond sales of the third issue, the total sale being between \$500,000 and \$600,000, according to the latest report of aggregates. This is a large portion of the sales of the city which exceeded \$23,000,000 this time.

* * *

Among the new members of the Chamber of Commerce are Frank J. De Temple, Henry C. Henriksen, and Roy T. Leistikow. A. A. Breed has been reappointed as chief grain inspector and M. H. Ladd as the chief weigher for the fiscal year of 1918-1919.

* * *

Through the efforts of the Traffic Department of the Chamber of Commerce and of the Association of Commerce, Milwaukee has been made one of the calling ports for the vessels of the Canada Atlantic Transit Company. Routes of the past seasons will again be followed by the company, including Milwaukee in all schedules.

CINCINNATI

K. C. CRAIN - - CORRESPONDENT

WITH the Cincinnati Grain and Hay Exchange, newly incorporated as a separate and independent organization, now firmly settled in its new quarters in the Gwynne Building, plans have been made and are going on nicely for a formal dedication of the Exchange on May 21 which will be an event of more than local interest in the trade. In response to special invitations sent out to prominent men in the trade, Secretary Schuh has already received favorable replies from Julius H. Barnes, H. D. Irwin and Watson Moore of the Food Administration Grain Corporation. There will be numerous out-of-town shippers at the dedication, who will inspect the new quarters of the Exchange and assist in giving them a good send-off. An entertainment program for the visitors, and a banquet in the evening, are among the items of the day's program, which will make the affair something in the nature of a real convention of the trade, and promise to produce the largest gathering of grain men ever seen in Cincinnati.

* * *

The Early & Daniel Company, of Cincinnati, has been honored by a new Government contract made through Major M. C. Harrington, of the Army quartermaster's department, for compressing 30,000 tons of hay, representing a total in labor alone of about \$250,000. The contract is a continuation of the original contract under which the Early & Daniel Company has been compressing hay for the Government for nearly a year, following the handling of some large forage contracts for the Army. The fire which partially destroyed the compressing plant a few months ago will be recalled. Only the highest grades of hay are accepted for the use of the Government, nothing under No. 2 being taken, as all of the hay is for export. The

disposition of rejected shipments has been a problem something out of the ordinary, as additional handling of the hay was necessary to get it to the general market.

* * *

On the occasion of the transfer to Chicago of O. F. Phillips, who has been Government supervisor of grain inspection at Cincinnati ever since the establishment of the Government offices here, the Cincinnati Grain and Hay Exchange tendered Mr. Phillips a dinner at the Hamilton County Golf Club. High appreciation of Mr. Phillips' work was expressed by a number of speakers at the dinner, indicating the general feeling among the grain men that he has been of great service in assisting the trade to meet Government requirements and to adjust the changing conditions to every-day business.

* * *

An indictment has been returned by the Federal grand jury in Cincinnati against the Ferger Grain Company charging that concern, on 20 counts, with violations of the Elkins Act, alleging that the company secured freight rebates to which it was not entitled, by securing the allowance of claims for elevation of grain which was not in fact elevated, and for other allowances of a similar nature. One count also charges that a double elevation allowance on one car was obtained. The company has since entered its appearance, through its attorneys and President August Ferger, by filing a plea of not guilty to the charges contained in the indictment.

* * *

The Union Grain & Hay Company, which has been in business on Front Street for a number of years, is retiring from the trade, and its building, with switching facilities and other aids to business, has been offered for sale.

* * *

News received recently by R. R. Bowen, who is associated with the A. C. Gale Grain Company, of Cincinnati, of the death of his brother in action in France, brought the war close to local grain men. Formal expression of the sympathy of members of the Grain and Hay Exchange was contained in a letter to Mr. Bowen in recognition of his loss.

* * *

Through the efforts of the Cincinnati Grain & Hay Company the Kentucky rate on grain and hay from Cincinnati to Louisville has been reduced from 16 cents per 100 pounds to 11 cents per 100 pounds, in carload lots. The Cincinnati company made a complaint before the Kentucky Railroad Commission and secured the reduction indicated.

* * *

The seed corn situation, which for a time threatened to be extremely serious throughout Ohio, has been relieved to a considerable extent by the vigorous and timely action taken by the state authorities, especially at the University, and by local interests as well. Through the efforts of the State College of Agriculture 45 carloads of thoroughly tested seed-corn, of varieties suitable for Ohio, were allotted for distribution in sections where it was required, the aid of the Federal Government being of great assistance in this connection. Other purchases made principally in Pennsylvania and Delaware brought the total amount shipped in to about 35,000 bushels, which has been disposed of to farmers at \$5 a bushel in lots as low as a single bushel, express charges of about 50 cents a bushel being added. In Hamilton County it was found that the farmers had about enough old corn for seed, which was tested free of charge by an expert secured by the state and local authorities. Testing, urgently advised by the experts of the Government and state, has been resorted to more generally than ever before, and the probable result will be a better crop than ever.

* * *

The Sugar Ridge Grain Company has been incorporated at Sugar Ridge, Ohio, with a capital stock of \$40,000, by J. W. Zimmerman, E. E. Carter, Elmer Nelson and J. A. Russell, to operate a grain elevator and conduct a general grain business.

DULUTH

S. J. SCHULTE - CORRESPONDENT

RONALD S. AREND, who at one time held a position with the Duluth-Superior Milling Company here, has been wounded in France and is in the missing list, according to advice just received by B. Stockman, manager of that company. He left Duluth in 1915 for his former home in Scotland and he later enlisted in the Scottish Horse.

* * *

The Cargill Elevator "M" at Superior can lay claim to loading out the first cargo of grain at this point for the 1918 season. It comprised 111,000 bushels of barley shipped on May 1 and was billed for Buffalo.

* * *

As had been predicted, the opening of navigation was not an event of any great interest to grain men this season on account of the meager supplies in the elevators. Stocks of all grains at the Head of the Lakes aggregated less than 1,175,000 bushels when the new season began, while a year ago there was 9,900,000 bushels of wheat alone on hand. Less than 16,000 bushels of wheat was in hand when the first boat cleared from the harbor on May 1.

* * *

Operators on the Duluth market figure out that they have gone "over the top" to a greater extent perhaps than any other exchange in the country since this country's entry into the war last spring. The Barnes-Ames Company, Watson S. Moore, the Kenkel-Tod Company and the Minnesota Grain Company have retired from business on this market, while the Lamb-McGregor Company, the Quinn-Shepardson Company and the Tenny Company have closed their offices in the Duluth Board of Trade Building. However, in spite of the dull conditions, members of the Board here came to the scratch with subscriptions aggregating \$1,750,000 for the Third Liberty Loan, while for the previous bond issue they subscribed over \$2,000,000.

* * *

In view of the trend of public sentiment and to place the danger of abuses creeping in at a minimum in view of conditions brought about through the war, the Duluth Board of Trade is exercising a close supervision over operations in grain contracts for future delivery. All trading in futures is under the supervision of a committee composed of M. L. Jenks, E. N. Bradley and H. S. Newell. To begin with every member of the Board was called upon to make a statement showing each account standing on his books as on April 30, in which there was an open interest in futures of 5,000 bushels or more. The statement set out the number of bushels carried in each trade, and the names and addresses of the principles. Each operator is also called upon to make a statement at the close of each day, showing every trade made and the amount open at the close of the session. The number of bushels that any operator principal may open in speculative contracts is under the direct supervision and control of the committee, and must be so regulated as to provide at all times a market sufficient for all hedging contracts. Hedging contracts are permitted without limitation except that the committee has power to curtail buying at times when that action is deemed necessary.

* * *

C. H. Thornton of Winnipeg, who was a recent visitor on the floor of the Duluth Board of Trade, asserted that the hope of the trade up there is for a wheat crop of 300,000,000 bushels in the three Northwest provinces and that there appears to be every likelihood of that estimate being realized according to present indications. With the promise also of bumper yields of oats and barley, Winnipeg grain men are feeling optimistic just now on the score that in co-operation with this country, the

problem of supplying the Allied armies and populations in Europe with foodstuffs next winter will be solved. On account of the early spring season, considerable new land has been broken in Alberta and Saskatchewan so that the indications now are the acreage seeded to flaxseed in the Canadian West this spring will be larger than had been originally estimated, Mr. Thornton said.

* * *

Trading in oats has been a feature on the Duluth market during the last few weeks. As a result of liberal offerings, a readjustment in prices has come about with drops extending to between 15 and 16 cents recorded at the current level at around 74 and 75 cents. A precipitate drop of 30 cents has been set during the month in the lower grades of barley while the best-grade grain off 22 cents at its present range of from \$1.20 to \$1.55. The special weakness in barley is attributed in trade circles to the general impression that its market should be placed in a more nearly proper relation to wheat than has been the case during the last few months.

* * *

The call for feedstuffs has been active over this territory of late, according to the White Grain Company. Dealers have been placed at a disadvantage however owing to the difficulty in obtaining supplies as a result of the mills operating on a reduced scale through inability to pick up grain supplies.

LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

DURING the past few weeks practically no wheat has been moving through the Louisville elevators, and in fact very little wheat has been handled even by the mills, as supplies have been so short that about the only wheat ground has been to fill Government orders. The demand for good milling corn has been very good, and there has also been a big seed corn demand. The corn crop is a bit late in getting into the ground due to unfavorable weather conditions which have held back plowing, but is now going in fast due to the fact that Kentucky farmers have adopted the tractor, which is rapidly succeeding the old time mule.

* * *

Crop conditions are excellent with indications that the largest wheat crop ever known will be harvested throughout the state. This is good news to the small town elevators and mills, which have been practically down for several months, the elevators handling corn and oats, but very little else. The Kentucky acreage is given at 952,000, as compared with 850,000 acres last season, of which 100,000 acres or more was abandoned and plowed under as not worth harvesting. It is reported that the condition of the crop is fully 100 per cent, promising the largest yield on record, from the largest acreage, showing that the Kentucky farmers have come to bat with a real rally.

* * *

Charles T. Ballard, who for many years has been prominent in the milling and grain industry, and a member of the milling concern of Ballard & Ballard Company, Louisville, died of an attack of heart trouble at his fine home, at Glenview, on May 8, following a short illness of a few hours. Mr. Ballard had just returned from the East where he visited his sons, Capt. G. Breaux Ballard and Charles T. Ballard, Jr., an Annapolis ensign.

* * *

Fire breaking out in the elevator of W. A. Thomson Mill & Elevator Company, on May 8, was put out with practically no loss, as the plant is of fire-proof construction throughout, and the flames had little chance to spread.

* * *

Two inspectors who were formerly with the Kentucky Public Elevator Company, have recently

made fresh connections. Since the company's fire more than a year ago Fayette L. Vaughan has been traveling in the South as an elevator inspector, but has returned to Louisville, where he was appointed as official weigher by the Board of Trade and assigned to the house of S. Zorn & Co. Leo Lang, who was also with the company, has been assigned to the plant of the Louisville Milling Company. The Kentucky Public Elevator Company, is now making good headway on its new elevator plant, which is being constructed by Witherspoon-Englar Company of Chicago.

* * *

Damage of about \$10,000 was recently done to the plant of the Paducah Grain & Elevator Company, Paducah, Ky., in a blaze which swept up through the center of the building. However, most of the damage was done by smoke and water to grain in the tanks, the damage to the building not being so great. The Hawkins flour mills were also slightly damaged.

* * *

At Hickman, Ky., C. T. Bondurant, who is rebuilding a large bin that was recently burned, is also installing a corn handling plant and elevator, including a 3,500-bushel sheller and corn mill. Ma-

chinery valued at \$15,000 will be installed in the corn plant.

* * *

At Richmond, Ky., work was recently started on a large new brick office addition for the J. W. Zaring Grain & Mill Company, of which Allan Zaring recently obtained full control.

* * *

Damage of nearly \$30,000 was recently done to the store and feed plant of Edward Riedling, 722-726 East Market Street, Louisville, which broke out in flames at an early hour of the morning of May 7.

* * *

At Paducah, Ky., the Lack-Redford Elevator Company, has plans for virtually doubling the capacity of the plant, at an estimated cost of \$15,000. The capital stock has been increased to take care of the necessary expenditures. Finis Lack, A. Lee Redford, W. F. Katterjohn and Brack Owens are the directors.

* * *

Very few elevator or mill concerns are being found stocking coal this year for winter use due to the fact that in several instances millers had much trouble last year in putting out fires which started

in stocked coal. In one Louisville case the mill was forced to use its stocked coal up as rapidly as possible, as the fire could not be stopped, and burst out at frequent intervals, at times threatening the plant. However, this year the coal companies are making season contracts based on Government mine prices plus freights in car lots, prices to be whatever the Government price is at time of delivery. The coal men are anxious to secure such contracts, which appear to be fair and equitable to all concerned.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of April, 1918:

BALTIMORE—Reported by Jas. B. Hessong, secretary the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	127,288	2,269,618	33,327	2,329,167
Corn, bus....	819,463	1,432,985	337,669	1,271,220
Oats, bus....	3,450,210	444,695	1,198,669	.....
Barley, bus..	1,701	19,347	9,926	302,621
Rye, bus....	91,573	638,652	109,729	459,717
Hay, tons....	5,293	5,529	1,891	1,453
Flour, bbls...	416,803	288,417	.....	189,617

CHICAGO—Reported by John R. Mauff, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	298,000	3,859,000	199,000	4,245,000
Corn, bus....	8,493,000	4,486,000	2,925,000	5,195,000
Oats, bus....	13,606,000	9,724,000	10,736,000	14,067,000
Barley, bus..	1,198,000	1,729,000	592,000	743,000
Rye, bus....	234,000	440,000	122,000	329,000
Timothy seed, lbs.	1,434,000	3,367,000	1,459,000	4,231,000
Clover, seed, lbs.	217,000	798,000	182,000	1,606,000
Other grass seed, lbs...	1,984,000	2,319,000 *	711,000	1,918,000
Flax s'd, bus.	63,000	39,000	3,000	1,000
Broom corn, lbs.	2,047,000	351,000	968,000	590,000
Hay, tons....	41,878	14,882	10,106	4,304
Flour, bbls...	787,000	1,035,000	648,000	924,000

CINCINNATI—Reported by D. J. Schuh, secretary the Grain & Hay Exchange. [From the records of the Chamber of Commerce]:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	268,735	285,972	195,835	179,390
Corn, bus....	724,959	659,428	377,630	331,541
Oats, bus....	544,590	692,176	400,884	411,463
Barley, bus..	118,666	93,778	7,539	31,173
Rye, bus....	109,245	28,880	107,940	18,145
Timothy seed, lbs.	2,289	734	2,510	2,502
Clover, seed, lbs.	1,025	1,987	3,233	4,622
Other grass seed, lbs....	11,239	8,841	9,327	11,982
Flax s'd, bus.		46	19	47
Broom corn, lbs.	62,816	194,381	72,420	21,870
Hay, tons....	38,905	32,967	31,308	19,113
Flour, bbls...	115,408	170,379	68,320	114,867

CLEVELAND—Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	70,973	50,458	245,558	87,822
Corn, bus....	143,710	360,974	50,973	187,716
Oats, bus....	527,836	285,730	152,141	218,740
Barley, bus..	14,873	8,500	667	28,136
Rye, bus....	4,135	40,727	9,500	7,264
Hay, tons....	4,847	3,668	1,202	2,585
Flour, bbls...	66,676	83,620	8,968	37,052

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	32,000	189,000	34,000	36,000
Corn, bus....	441,000	167,000	78,000	219,000
Oats, bus....	376,000	226,000	42,000	44,000
Rye, bus....	30,000	14,000	.....	9,000
Flour, bbls...	4,000	24,000	4,000	37,000

DULUTH—Reported by Chas. F. MacDonald, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	81,328	411,283	281,007	1,531,242
on. Wheat, bus.	30,912	2,233,085	89,219	910,221
on. Corn, bus....	.....	.....	107	2,700
on. Oats, bus....	24,708	19,835	8,550	19,577
on. Ots, bus.	43	1,238,776	43	299,374
on. Barley, bus..	147,545	484,066	32,743	48,984
on. Barley, bus.	11,889	87,895	.....	115,961
on. Rye, bus....	5,340	28,278	2,994	225,643
on. Flax s'd, bus.	101,325	156,438	57,939	46,608
on. Flax s'd, bus.	232,657	47,302	.....	8,099
on. Flour, bbls. Received .....	.....	139,650	.....	.....
on. Flour, bbls. Produced ..	78,050	61,380	77,740	56,950

INDIANAPOLIS—Reported by Wm. H. Howard, secretary the Board of Trade:

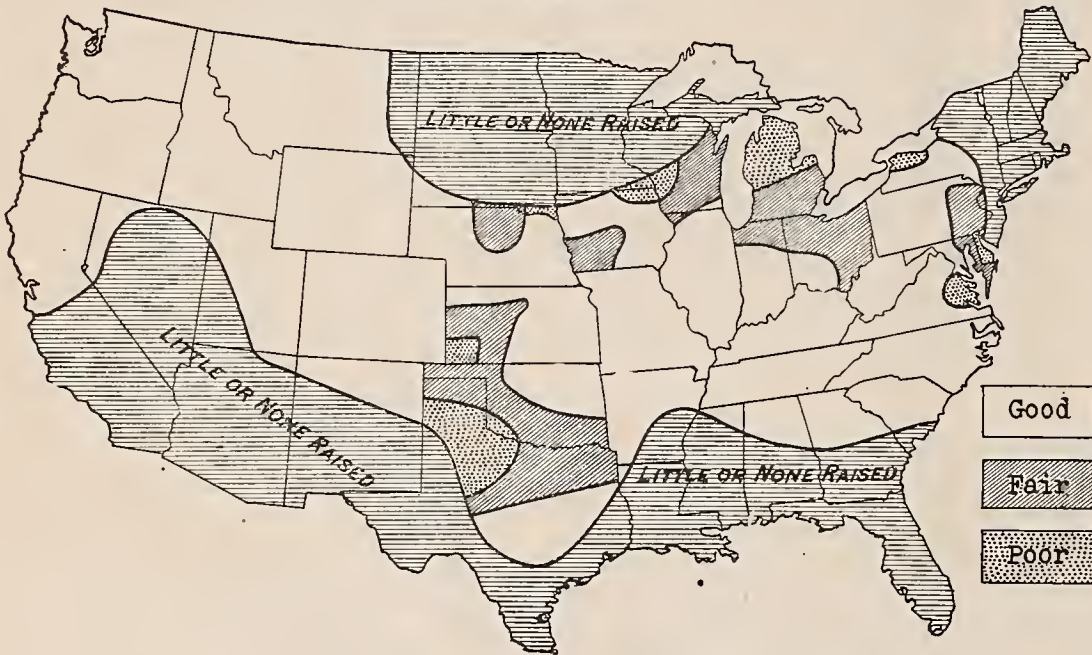
	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	97,500	100,000	1,250	30,000
Corn, bus....	1,702,500	2,160,000	291,250	972,500
Oats, bus....	1,800,000	1,594,800	541,800	282,600
Rye, bus....	38,750	2,500	15,000	1,250

KANSAS CITY, MO.—Reported by E. D. Bigelow, secretary the Board of Trade:

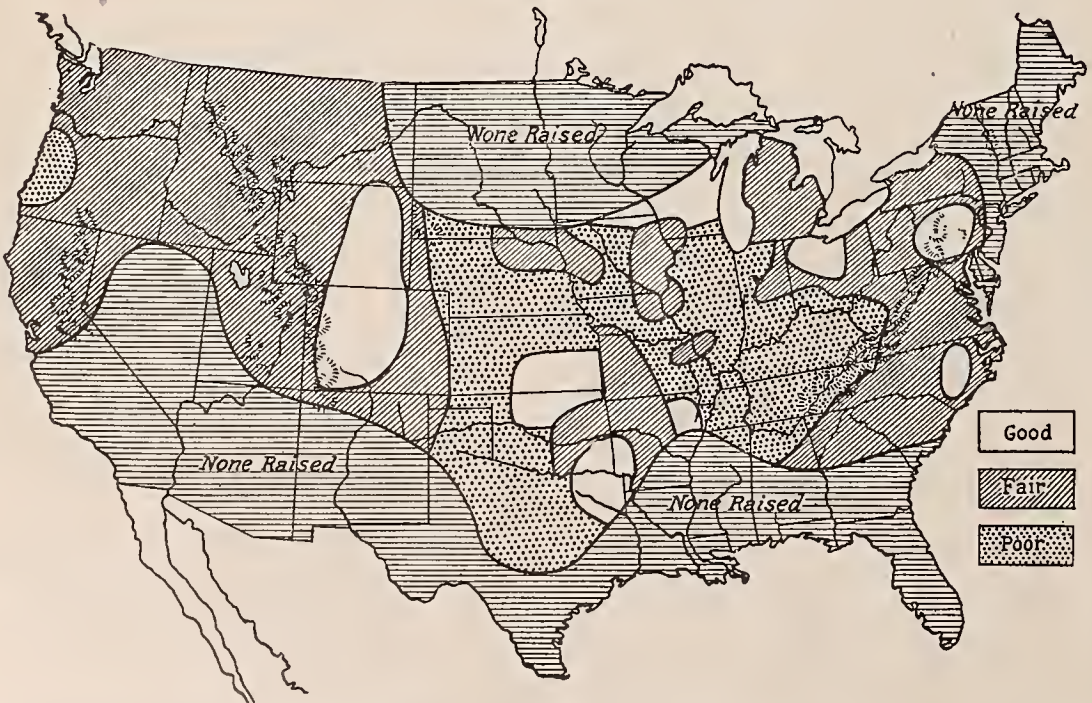
	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus..	410,400	2,791,800	311,850	4,255,200
Corn, bus....	2,936,250	1,665,000	3,016,250	1,038,750
Oats, bus....	322,300	45,100	242,000	46,000
Barley, bus..	63,000	30,000	61,100	54,600
Rye, bus....	50,600	18,700	69,100	36,300
Flax s'd, bus.	1,000	.....	.....	.....
Hay, tons....	27,864	25,992	20,748	12,864
Flour, bbls...	33,800	41,275	98,150	300,225

A Two Year Comparison of Winter
Wheat Crop

Condition of Winter Wheat
April 20, 1918.



Condition of Winter Wheat
April 28, 1917



MINNEAPOLIS—Reported by E. P. Kehoe, statistician the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	3,937,960	9,300,130	768,490
Corn, bus....	1,445,480	463,470	906,020
Oats, bus....	3,046,140	1,474,400	4,929,440
Barley, bus..	1,229,810	1,333,930	1,946,160
Rye, bus....	640,930	307,000	669,410
Flax s'd, bus.	283,000	383,840	85,770
Millstuffs,			49,810
tons.....	4,895	5,254	46,790
Hay, tons....	1,948	2,967	563
Flour, bbls...	51,959	87,074	1,347,234

NEW YORK—Reported by H. Heinzer, statistician the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	517,688	278,842	1,118,578
Corn, bus....	1,445,800	740,993	54,346
Oats, bus....	3,186,000	138,565	
Barley, bus..	366,075		
Rye, bus....	57,500		
Timothy seed,			
bags.....			
Clover seed,			
bags.....	1,707	59	
Other grass			
seed, bags..			
Hay, tons....	18,044	5,700 bales	
Flour, bbls...	697,290	398,754	

OMAHA—Reported by F. P. Manchester, secretary the Grain Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	454,800	952,000	543,600
Corn, bus....	4,883,200	2,248,000	5,097,400
Oats, bus....	3,156,000	2,168,000	2,596,000
Barley, bus..	90,600	67,200	201,600
Rye, bus....	64,900	37,400	56,100

PEORIA—Reported by John R. Lofgren, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	79,200	196,800	17,000
Corn, bus....	3,220,300	1,840,090	1,451,830
Oats, bus....	2,051,300	1,437,900	2,087,600
Barley, bus..	94,600	197,400	81,200
Rye, bus....	82,800	13,200	43,200
Mill Feed,			
tons.....	10,684	8,040	17,984
Seeds, lbs...	60,000	455,000	30,000
Broom corn,			
lbs.....	120,000	330,000	150,000
Hay, tons....	5,680	3,680	1,370
Flour, bbls...	169,900	198,400	152,945

PHILADELPHIA—Reported by A. B. Clemmer, secretary the Commercial Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	436,347		
Corn, bus....	713,138		
Oats, bus....	2,519,364		
Barley, bus..	30,781		
Rye, bus....	135,016		
Hay, tons....	6,900		
Flour, bbls...	280,268		

PORTLAND, ME.—Reported by George F. Feeney, traffic manager of the Chamber of Commerce. [All export business.]

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus....	2,819,092	1,419,781	3,385,640
Corn, bus....		9,368	1,661,254
Oats, bus....			8,642
Barley, bus..	16,307	14,329	21,915
Rye, bus....	3,113	4,266	83,802

DETROIT—Reported by M. S. Donovan, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	423,887	3,044,580	384,610
Corn, bus....	2,799,862	2,079,380	2,849,550
Oats, bus....	4,190,510	2,456,500	2,607,750
Barley, bus..	100,855	12,800	1,344,710
Rye, bus....	45,663	8,800	3,557,480
Hay, tons....	26,526	20,086	2,494,340
Flour, bbls...	284,195	320,470	129,510

SAN FRANCISCO—Reported by W. B. Downes, statistician the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, cts...	100,832		
Corn, cts....	15,538		
Oats, cts....	34,771		
Barley, cts...	105,512		
Rye, cts....	184		
Hay, tons....	4,792		
Flour, bbls...	74,556		

TOLEDO—Reported by Archibald Gassaway, secretary the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus..	58,400	148,800	159,900
Corn, bus....	181,800	119,400	121,600
Oats, bus....	584,000	186,400	399,800
Barley, bus..	471,500		129,200
Rye, bus....	35,200	3,000	32,500
Timothy seed,			5,600
bags.....	5,071	3,704	2,963
Clover seed,			5,563
bags.....	1,887	4,538	2,573
Alsino seed,			8,176
bags.....	434	513	624

THE Interstate Commerce Commission in its decision known as Docket No. 9194, Lexington Flouring Mills, et al., vs. Mo. Pacific Railway Company, et al., holds that the refusal of the railroad to absorb elevation charges on grain elevated at Kansas City and reshipped to Lexington and Sweet Springs for milling while it allows such absorptions to other points on its line is not unduly prejudicial nor unjustly discriminatory as to competitive points but is unduly prejudicial as to certain non-competitive branch-line points. The railroad company was ordered to remove this undue preference on or before August 1.

ASSOCIATIONS

CONVENTION CALENDAR

- May 21, 22.—Illinois Grain Dealers Association at Chicago.
- May 22, 23.—Grain Dealers Association of Oklahoma at Oklahoma City, Okla.
- May 27, 28.—Texas Grain Dealers Association at Galveston, Tex.
- May 28, 29.—Kansas Grain Dealers Association at Topeka, Kan.
- June 6, 7.—American Feed Manufacturers Association at Buffalo, N. Y.
- June 18, 20.—American Seed Trade Association at Chicago.
- July 9, 11.—National Hay Association at Cleveland, Ohio.
- July 9, 11.—Tri-State Country Grain Dealers Association at Minneapolis.
- Sept. 23, 24, 25.—Grain Dealers National Association at Milwaukee, Wis.

TEXAS PLANS MEETING

At a recent meeting of the Executive Committee of the Texas State Grain Dealers Association, held on April 23, Galveston was selected as the place of holding the next annual convention of the Association and May 27 and 28 were chosen as the dates.



ENTERTAINMENT COMMITTEE FOR THE ANNUAL MEETING OF THE ILLINOIS GRAIN DEALERS ASSOCIATION

Top row from left—Edw. Hymers, D. H. Harris, Geo. E. Booth.

Lower row—Frank J. Delany, Wm. N. Eckhardt, E. A. James, Adolph Kempner.

A tentative program for the next convention was arranged. It includes the usual preliminary addresses and four-minute patriotic talks by members. Invitations to speak will be extended Governor Hobby, E. A. Peden, Julius H. Barnes of New York, president of the Food Administration Grain Corporation, and Charles J. Brand of the United States Department of Agriculture, in charge of the Federal grain standards. The subject of railroad claims will be discussed, as will be the Food Administration's control of the grain business. No speakers on these subjects have yet been selected. The secretary was authorized to complete the program.

The purchase of \$1,000 worth of bonds of the Third Liberty Loan was ordered.

PROGRAM FOR KANSAS MEETING

The Kansas Grain Dealers Association will hold its annual convention in Topeka May 28 and 29. The Throop Hotel will be headquarters and the meetings will be held in Memorial Hall.

Among the features of the program will be the address by President J. B. McClure; the Secretary's report; "War Time Co-operation," by W. S. Washer of Atchison; "Attitude of the Bureau of Markets Toward the Grain Trade," by F. A. Derby of Topeka; address by Julius H. Barnes, president of the U. S. Grain Corporation; "Looping the World in War Time," by J. Ralph Pickell of Chicago; address by D. F. Piazzek of Kansas City; "Fixing of Prices by the Government," by E. Bossemeyer, Jr., of Superior, Neb.; "Grain Dust Explosives, Their Causes and Prevention," by Prof. L. A. Fitz, Manhattan; and

"Our Civil Obligations Today," by C. C. Isely of Cimarron.

The program is a strong one and without doubt the trade will turn out to a record-breaking meeting.

CHICAGO TO WELCOME ILLINOIS DEALERS

At the Hotel LaSalle in Chicago, on May 21-22, the Illinois Grain Dealers Association will hold its 25th annual convention and its second war convention. Last year when the first war convention was held at Springfield, the trade was ready to pledge its loyalty, but it did not know what it was up against, what restrictions and sacrifices were going to be required. This year we know something of the tremendous task that confronts the country. We have begun to realize that it will take millions of our boys to do the work required of them in France, the work of beating Germany till even the war lords know that the terms of peace cannot be dictated from Potsdam, but will be settled for all time by the civilized countries of the world, the allied champions of democracy. We know what it will cost in sacrifice and concentration of power to keep that American overseas army supplied with ample food and munitions. And knowing these things, as they did not know them a year ago, the Illinois trade will pledge again its loyalty and its co-operation, with a new determination, a wider vision, and a deeper purpose. Grain dealers are in the war to the finish; they will do whatever is

asked of them to do, readily and cheerfully, and at the same time they will give their best thought and most earnest counsel in determining what measures are best for the country, for our Allies, and for the trade.

So this convention will be a meeting for consecration and for full discussion of the problems of the trade.

The first session will begin promptly, and President McCune emphasized the "promptly," at 9:30 on Tuesday morning in the convention hall of the hotel with an invocation by Bishop Samuel Fallows of Chicago. A. S. White, president of the Chicago Board of Trade, will give the address of welcome, and Victor Dewein, ex-president of the Association, will reply. President J. H. McCune of Ipavo will have his annual address, followed by the report of the new secretary, W. E. Culbertson, of Decatur, and the reports of Treasurer Wm. Murray and the Finance Committee by Harry Allen of Broadlands, chairman. Captain Frank C. Russell, Q. M. R. C., U. S. Army, who for 18 years was connected with the Sub-Treasury at Chicago, will tell "How Uncle Sam Spends His Money." This will be of particular interest since Uncle Sam became the world's greatest spender.

The afternoon session will begin with an address by Brigadier General Frank S. Dickson, chief of staff, Adjutant General of Illinois. A Round Table discussion will be presided over by Wm. R. Bach, and here all dealers are invited to bring their problems. This will be followed by an address by Julius H. Barnes, president of the Food Administration Grain Corporation. Report of the standing committees, Executive, Arbitration, Claims, Scales, Traffic, Legislative, Crop Reporting, and Member-

ship, will be given by the chairmen of the several committees. The session will close with a patriotic address by a speaker to be selected by the Committee on War Savings Stamp Campaign.

The Wednesday morning session will open at 9:30 with an address by Hon. Richard R. Meents, member of the 50th General Assembly, on "Sixty Million Dollar Bond Issue for Good Roads." This will be followed by the Reports of the Resolutions

WESTERN DEALERS MEET

On April 18-19 the Western Grain Dealers Association met at Ft. Dodge, Iowa, in an avowedly war convention. President S. W. Wilder in his address stated that the only question before the body was "How can we, either individually or collectively, render the most efficient service in helping to win the war." His address was a commonsense talk on patriotism and business. He was followed

When Mr. McAdoo asked Mr. Hoover where he wanted cars for moving grain they did not think what we said was true, but the first request which we placed with the Railroad Administration called for 30,000 cars; and we have been placing requests twice each week since and at no time have there been less than 30,000 cars wanted by country shippers.

In my mind the big problem for you and for the Food Administration is still that of transportation, and it is going to be a big problem. I want to ask you to lend assistance in the problem. Until the railroads let up hauling non-essentials we are going to have trouble in winning the war. Impress on the people who are in power the importance of this matter, for we do not want to go into another fall, winter and spring handicapped as we were last year.

It is the aim of the Food Administration to eliminate speculation in foodstuffs. A check to rampant speculation is necessary; prices should be regulated and kept within reach because to have prices advanced to abnormal levels would mean more difficulty in carrying on the war. Every dollar which the nations are compelled to pay for war supplies tends to make the burden more difficult, and every burden lessens our chances of winning the war.

You can assist by keeping the grain moving. It is a common practice for owners of grain to fill bins and to hold for a certain price. That creates an abnormal shortage and that has been our trouble this year, although this year it has been created by the inability of the railroads to move it.

Food should move in as direct a route as practicable between producer and consumer, unnecessary dealers being eliminated. A further object of the Food Administration is to eliminate as far as practicable contracts for future delivery and trading in futures. That is, the 60-day supply rule, and you may not have 60 days' supply and keep the bin locked up, but you must keep things moving.

Profits Desirable: I want to impress on you that the Food Administration has no desire to curb your operations so you may not have a reasonable profit, but we have not determined what is a reasonable profit. I have in mind a Kansas dealer who purchased corn at a time when he did not know when he could get cars, and who paid for it at a price that he felt sure would make him safe. He was fortunate in getting cars at once, and upon shipping the grain to market was able to sell it for a profit of about 50 cents. Undoubtedly that was not a normal profit, but later he became conscience stricken and asked us about it. We told him to go ahead and to try and pay more for the next car. He was not holding for more money and was not violating the law. He was not subject to punishment.

I have explained also to Mr. Hoover that some dealers may have what appears to be an excessive profit with the shipping season not yet over, and that later losses may cause the remaining profit to be not unreasonable. So long as the dealer observes the rules and does the best he can he will not be punished, no matter what his profits are.

At the banquet that evening Robert Healy spoke on "Patriotism," Lieutenant D. C. Kent told about his experience as a member of the Canadian Expeditionary Forces, and Prof. L. A. Fitz spoke on "Dust Explosions and their Prevention."

On Friday morning, Secretary George A. Wells gave his annual report, which was followed by the Report on Insurance by Jay A. King.

O. F. Phillips, Federal Supervisor of Chicago, gave an interesting talk on grading and answered many questions.

The question of scales was discussed at length and suggestions made for a standardized equipment.



PARADE GROUND AT GREAT LAKES NAVAL STATION

Committee, the Nominations Committee, Election of Officers, New Business, and adjournment. But that isn't all.

The convention isn't going to be all serious work. The Chicago Board of Trade has appointed an Entertainment Committee under the chairmanship of Frank J. Delany, the other members being W. N. Eckhart, George E. Booth, Adolph Kempner, E. A. James, D. H. Harris, Edward Hymers and J. J. Bagley. This committee has provided for a banquet at the hotel on Tuesday evening at 7:00 p. m., at which all delegates are invited. Frank Delany will be toastmaster. After the assembly has sung "The Battle Hymn of the Republic," Hiram N. Sager will talk on "The Board of Trade and the War." All present will sing "Illinois" and President McCune will respond with a showing of what Illinois has done. After "America" has been sung, Platoon Sergeant George E. Nightengale, 1st Battalion Canadian Infantry, will talk on "The Fighting Line and No-Man's Land." The evening will end with the singing of "The Star Spangled Banner."

On Wednesday afternoon at 2:00 o'clock, in a special train the delegates will start from the Northwestern Depot, Madison and Canal Streets, for Great Lakes, as the guests of the Board of Trade.

Great Lakes is the largest Naval Training Station in the world. At present there are upwards of 20,000 of the country's finest boys there in training. Each week a thousand or more are shipped away to take their places on one or other of the Navy's battleships, cruisers, sub-chasers, mosquito fleet or other vessels, and other thousands take their places.

At Great Lakes the guests will be taken by guides and shown at first hand what a marvelous training Uncle Sam is giving his boys who will defend our flag on the seas. They will be shown the barracks, mess halls, drill halls and gymnasiums, Y. M. C. A. Huts, Canteens, gun practice and signalling, and will be entertained in various ways by the Jackies.

In the evening every guest will dine with the Jackies at the regulation mess, and they can see for themselves why it is that Jackies average a gain in weight of about 20 pounds while at the station. If you have a boy in the Navy, any doubts you may have of his physical well being and comfort will be set at rest by this experience.

After mess there will be the review and lowering of the flag at sunset, a ceremony which takes place at every military and naval post in the country. The day will afford an unusual opportunity for seeing the Navy in the making, and all are asked to take advantage of it.

INDIANA DEALERS IN CONFERENCE

Grain dealers and millers of southern Indiana will hold a conference at the McCurdy Hotel, Evansville, on Tuesday, April 23, beginning at 10:00 a. m. Separate and local conferences will be held, some of the subjects to be considered being: Amount of Wheat in Elevators and in Farmers' Hands; What Is Condition of the Growing Wheat? What Practices in the Trade Should Be Remedied? Recommendations for Modifying Rules and Regulations of Food Administration; Consideration of Modified Wheat Grades.

by President E. C. Eikenberry of the National Association who spoke effectively on "The Grain Trade Under War Conditions."

John J. Stream, head of the Coarse Grain Department of the Grain Corporation, spoke as follows:

Under war conditions economic laws are inoperative, and because foodstuffs are an imperative necessity the various nations have seen fit to take them under control. Food control is necessary in order that prices be stabilized, that there be proper distribution, and that there be conservation.

Accomplishments: I believe the Grain Corporation has been very successful. We had a theoretical surplus, available for export, of 50,000,000 bushels from last year's crop. We have, under control and conservation, already exported about 100,000,000 bushels and expect by July 1 to send 50,000,000 bushels more, thus making about three times as much furnished to our Allies and to neutrals as seemed possible to furnish at the beginning. And we have taken care of our own people, requesting the use of more substitutes.

In coarse grains the first problem that confronted me was transportation. I told Mr. Hoover in November that the best regulator of prices is proper distribution; and the problem with us is, essentially, that of distribution. I devoted three months to trying to



A QUARTER SECTION OF THE ROLL OF HONOR, BOARD OF TRADE OF CITY OF CHICAGO

impress on the Railroad Administration the importance of moving coarse grains and placing quantities in proper places to fill ships for our Allies. Only 50 per cent of the corn north of the Ohio River was fully matured, and I showed Mr. Hoover the necessity of moving this soft corn in the proper season.

I think my first official act was to place an embargo on corn moving East of Chicago, and I contended that unless cars could be kept in the West and the grain moved we would in the end lose more through spoilage than conservation would save. Pressure from some quarters caused the lifting of the embargo after a few days and it afforded no relief. I took the matter up with the railroad officials. Mr. Gray agreed with me as to the need but he did not like the word embargo, so prohibitive measures were put into effect and country shippers moved 67,000,000 bushels of corn into terminal markets as against 28,000,000 bushels in the same period the previous year.

In the afternoon the Resolutions Committee presented its report and resolutions were adopted, pledging the loyalty of the Association; protesting against the multiplicity of reports; and asking for a change of rules in Chicago and other markets whereby interest charges would be assessed from a specific time.

The Nominating Committee presented its report and the following officers were declared elected: S. W. Wilder, Cedar Rapids, president; O. K. Morrison, South English, vice-president; Directors: K. R. Frazier, Colo.; Chas. Cannon, Paullina; Lee Davis, Scranton; E. R. Wagner, Ankeny; J. E. Kennell, Fremont.



ELEVATOR AND GRAIN NEWS

ILLINOIS

A new elevator is to be built at Canton, Ill., for the Norris Elevator Company.

O. O. Ogle has disposed of his elevator situated at Gladstone, Ill., to P. H. Wiegand.

A branch elevator is under course of erection at Zeoring, Ill., for the Arlington Grain Company.

Part of the Risser & Rollins Elevator at Paxton, Ill., has been leased by the Paxton Cereal Company.

The capital stock of the Cairo Elevator & Mill Company located at Cairo, Ill., has been increased to \$20,000.

The Arlington Grain Company operating at Arlington, Ill., has increased its capital stock from \$5,000 to \$10,000.

Interest in the Wyoming Grain Company at Delrey, Ill., has been purchased by J. C. Madden, J. P. Code and D. J. Colgan.

The capital stock of the Wallace Grain & Supply Company which is located at Ottawa, Ill., has been increased from \$32,000 to \$100,000.

The farmers' elevator situated at Hudson, Ill., has been overhauled and put into first-class condition. A new drier has also been installed.

The grain and coal business formerly conducted by R. J. Heald at Aledo, Ill., has been purchased by the Farmers Grain & Coal Company.

Frank A. Warren and Mr. Ray, who on the first of March purchased the elevator at Kemp, Ill., has sold same for the consideration of \$9,500.

The elevator and store building of Fahnestock & Rush at Sciota, Ill., has been disposed of to the Farmers Elevator Company of that place.

The grain elevator conducted by W. L. Wolf at Hamel (r. f. d. Alhambra), Ill., has been purchased by Geo. Cassens, who conducts a feed store there.

Application has been made by the Gilman Grain & Coal Company of Gilman, Ill., for a charter to operate there. The capital stock of the company is \$20,000.

Capitalized at \$20,000, the Farmers Grain & Produce Company has been incorporated at Lovington, Ill., by Chas. A. Gregory, J. N. Drake and E. L. Beall.

The new 25,000-bushel elevator of the Fiatt Farmers' Grain & Service Company at Fiatt, Ill., is complete and in operation. The plant is of modern concrete construction.

Chas. H. Westphal, Wm. Herzog and Andrew Zeifang have incorporated at Nokomis, Ill., as the Nokomis Farmers Co-operative Grain Company. The firm's capital stock is \$20,000.

The Kankakee Farmers' Grain Company has been incorporated to operate at Kankakee, Ill. The company is capitalized at \$20,000. Wm. Schilling, Chas. Asher, G. W. Vaughan, Jr., are interested.

Possibly a farmers co-operative company is to be organized at Matteson, Ill., to conduct a grain elevator on the co-operative basis. Geo. Van Berg is one of the promoters of the enterprise.

J. Sumner & Sons of Stockland, Ill., are building an oats storage affording a capacity of 40,000 bushels. The contract for same was placed with the Burrell Engineering & Construction Company.

The Andres-Wilson Farmers Grain & Supply Company located at Andres (r. f. d. Peotone), Ill., will reorganize under co-operative laws and will increase its capital stock from \$15,000 to \$30,000.

H. L. Anderson has sold his interests in the elevators at Rockport, Ill., operated as Anderson & Garner Elevator Company to Mr. King of Pittsfield. Mr. Anderson retired from active business.

Capitalized at \$50,000, the Farmers' Elevator Company has been organized at Metcalf, Ill. The company will build a new grain elevator. C. J. Linebarger, C. E. Smith, L. Dodd and others are interested.

Incorporation papers have been filed for the McKenzie Grain Company which will operate at Moweaqua, Ill., capitalized at \$45,000. The incorporators of the firm are: G. Housh, C. M. McKenzie and A. E. McKenzie.

Hugh Mitchell of Joliet and A. Richards of Ottawa have taken over the grain store at Ottawa, Ill., conducted by Hamilton & Vincent. In the future the plant will be conducted as the Hamilton & Vincent Company.

W. E. McCurely, G. Newman and W. R. Butler

have filed incorporation papers for the Woodson Farmers Elevator Company which will operate at Woodson, Ill. The organization has capital stock amounting to \$12,000.

Incorporation papers have been filed for the Randolph Co-operative Grain Company of Randolph, Ill., capitalized at \$10,000. W. F. Mecherle, Roland White, D. W. Thompson, T. M. Kwasigroh and G. E. Myers are interested.

The interest of L. L. Steele in the following grain corporations has been purchased by A. R. Anderson and E. B. Holmes: Inland Grain Company located at Galesburg, Ill.; Harley Woolsey & Co., Douglas, Ill.; C. E. Graves & Co., Weston, Ill.

The contract has been let by the Hastings-Stout Company of Cairo, Ill., for the construction of six concrete storage tanks of approximately 120,000 bushels' capacity. This will give the Hastings-Stout firm a capacity of 160,000 bushels.

Articles of incorporation were recently filed at Maquon, Ill., for the Maquon Farmers Elevator Company capitalized at \$10,000. The incorporators of the company are: O. C. Melton, S. Foster and E. V. Stevenson. The corporation is capitalized at \$10,000.

A. D. DeLong has taken over the Clinton and Birkbeck (Ill.) Elevators. Mr. DeLong was formerly a director of Harrison, Ward & Co., but recently severed his connections with that firm. The grain company will continue its Clinton office and its elevators at Weldon, Wapella and Heyworth.

IOWA

New machinery has been installed in the elevator situated at Huxley, Iowa.

A new farmers co-operative elevator has been opened at Wallingford, Iowa.

A grain elevator at Botna, Iowa, has been purchased by the Rothschild Grain Company.

The elevator at Inwood, Iowa, is to be rebuilt by the Farmers Elevator Company which operates it.

The Farmers Trading Company of Laurens, Iowa, has awarded the contract for the erection of a new elevator there.

Operations have been started in the new 300,000-bushel elevator of the Quaker Oats Company at Emmetsburg, Iowa.

The capital stock of the Hubbard Grain Company situated at Mason City, Iowa, has been increased from \$25,000 to \$100,000.

A new elevator is to be built at Lohrville, Iowa, for the Des Moines Elevator Company. The plant will be modern in every respect.

Peter Pauley, Theo. Stesman and J. B. Leuschen have incorporated at Panama, Iowa, as the Farmers Grain Company. Capital is \$30,000.

Wright & McWhinney have built a new elevator at Rockwell City, Iowa. They have also made tentative plans for the erection of a mill.

Capitalized at \$25,000 with J. B. McMillan as president, the farmers around Lakewood, Iowa, have organized a farmers elevator company.

The D. M. Riggs Elevator at Lone Tree, Iowa, has been purchased by the Farmers Union. Walter Hollenbeck has been engaged as elevator man.

T. Thompson and Osmund Thompson have purchased the elevator of O. M. Anenson at Roland, Iowa. Possession was given the new owners on May 1.

J. E. Jackson, Sina W. Jackson are the incorporators of the Jackson Grain & Mill Company of Cedar Rapids, Iowa. The company is capitalized at \$50,000.

Work is practically completed on the new elevator building of the Farmers Elevator Company at Estherville, Iowa. O. Warren will be manager of the concern.

The Farmers Co-operative Elevator at Malvern, Iowa, has been leased by E. J. Steele for a period of five years. The company will operate as the Steele Grain Company.

The old building of the Farmers Co-operative Association at Boyden, Iowa, is to be torn down and rebuilt. The new plant will be modern in every detail of equipment.

A brick, fireproof office building is to be built to the plant of the Farmers Elevator Company of Green Mountain, Iowa, replacing the old quarters which the company now occupies. The plant will

be 24x30 feet and will cost about \$5,000. The building, it is thought, will be completed by July 1.

Several farmers in the neighborhood of Roland, Iowa, have organized as the Farmers Grain Company, capitalized at \$15,000. The company will either build or buy an elevator.

Incorporation papers have been filed for the Farmers Milling & Elevator Company of Shambaugh, Iowa, capitalized at \$25,000. S. J. Danskin is president and R. W. Carmack secretary of the concern.

The elevator and lumber yards of Silvers & Sherrow at Le Roy, Iowa, have been sold to Mr. Miller of Grand Island, Neb. The consideration was \$15,000. Mr. Silvers will be employed by the new proprietor.

C. H. Deur and J. N. Tamisies are no longer associated as the Valley Mills at Missouri Valley, Iowa. The plant including the mill and elevator will be in the future conducted by C. H. Deur exclusively.

The interest of G. G. Garver in the elevator at Tingley, Iowa, has been sold by him to H. W. Ferguson. The latter and N. Heizer have formed a partnership and will operate as the Tingley Elevator Company.

The Rothschild Grain Company of Atlantic now owns the Robinson & Johnson Elevator situated at Massena, Iowa. The Rothschild company will tear down the old building and erect a modern 25,000-bushel plant there.

The charter of the Newburg Farmers Elevator Company operating at Newburg, Iowa, has been amended and together with other changes, the name of the corporation has been changed to the Newburg Co-operative Elevator Company. The capital stock of the re-organized concern is \$20,000. W. E. Newton is president; Frank Beaty, secretary of the corporation.

Extensive improvements are being made to the Farmers Elevator at Walker, Iowa. In the future the plant will be operated by electricity instead of gasoline and a 7½-horsepower motor has been installed. A manlift is to be installed; automatic weighing scales have been purchased and the wooden spouting will be replaced by steel spouting and a new distributing apparatus.

OHIO AND MICHIGAN

Brassert & Smith is succeeding in the grain and hay business at Paw Paw, Mich., by Tuttle & Smith.

A new grain elevator is to be built to the warehouse of L. G. Anderson & Sons at Franklin, Ohio.

Capitalized at \$30,000, the Farmers Co-operative Grain & Produce Company was incorporated at Blissfield, Mich.

The Mansfield Elevator Company, operating at Mansfield, Ohio, has increased its capital stock from \$75,000 to \$300,000.

The Atyeo Bros.' Elevator at Sullivan, Ohio, has been bought by the Equity Company. Crayton Rogers will have charge of the elevator.

H. G. Pollock has disposed of his elevator at Elgin, Ohio, to the Elgin Grain Company. The latter firm took possession on April 9.

The elevator of S. N. Ford at Bellville, Ohio, has been sold to Isaac Gatton, who will continue the grain business. Mr. Ford retains his lumber business.

The charter of the Tamah Grain Company, which operates at Celina, Ohio, has been amended, increasing the capital stock of the corporation from \$12,000 to \$20,000.

Incorporation papers have been filed for the Brent Creek Co-operative Elevator Company of Brent Creek, Mich. Capital stock of the firm amounts to \$20,000.

The elevator, lumber yards and eight lots at Haviland, Ohio, have been purchased by the Eikenberry Bros. The company will rebuild the elevator, putting it into first-class condition.

Work has been completed on the new elevator of the Perin Bros. at Cincinnati, Ohio. The plant has a capacity of 25,000 bushels, which, however, will be increased considerably later on.

Incorporation papers have been filed by the Hub Grain Company of Bowling Green, Ohio, which is composed of the following men: Frank Brandeberry, T. F. Waugh, J. W. Fish, Geo. T. Brim and

C. B. Newton. The corporation is capitalized at \$50,000.

Plans have been received by the Bad Axe Grain Company of Bad Axe, Mich., for the new elevator which will replace the old one which burned last winter. Work on the foundation of the plant has been started.

Incorporation papers were filed recently for Slessman & Sons Company to operate a grain, wool and sauerkraut business at Clyde, Ohio, capitalized at \$100,000. Geo. Slessman, M. J. Slessman, F. E. Slessman, Lulu M. Slessman and Grace R. Slessman are interested.

MISSOURI, KANSAS AND NEBRASKA

A grain elevator at South Bend, Neb., has been taken over by Henry Guthmann.

The Gilmore Elevator at Reserve, Kan., has been purchased by the Farmers' Union.

The elevator at Union, Mo., has been purchased from the Gorg estate by August Fink.

The Grossbans Elevator at Springranch, Neb., has been taken over by farmers nearby.

Capitalized at \$20,000, the Farmers Co-operative Company was incorporated at Spivey, Kan.

A grain elevator to be conducted by a farmers organization is to be erected at Denison, Kan.

An addition is to be built to the elevator of the Halstead Milling Company at Halstead, Kan.

A new elevator is to be built, it is reported, by Vertal Purcell at his mill at Conran, Mo.

The capacity of the plant of the Farmers Elevator Company at Clarks, Neb., is to be increased.

An addition is being built to the office of the Farmers Grain & Supply Company of Canton, Kan.

H. E. Pratt's elevator at Perth, Kan., is now under the control of the Farmers' Union.

Linsay Varner's elevator at Odessa, Mo., has been disposed of to I. Van Meter, J. A. Dennis and T. L. Gann.

W. J. Hunt, formerly of Yanka, Neb., has moved to Milford, where he has purchased a grain elevator.

The Duff Grain Company's elevator at Elberon (mail Nebraska City), Neb., has been sold to Chas. Moyer.

The L. E. Dye Elevator at Westmoreland, Kan., has been purchased by Fred Bangert and Carl S. Gillett.

The elevator at Vesta, Neb., is now owned and operated by the Farmers Company. Mr. Woodruff is manager.

Capitalized at \$12,500, the Parsons Mills & Elevator Company has been incorporated to operate at Parsons, Kan.

The elevator of Albert Maust and James Gilmore at Preston, Neb., has been sold to the Farmers Co-operative Union.

The capital stock of the Farmers' Co-operative Association of Wamego, Kan., has been increased from \$10,000 to \$30,000.

The Farmers Elevator at Tilden, Neb., has been taken over by the Farmers Union for the consideration of \$10,000 it is said.

A new grain elevator is to be built at Denton, Kan., for the G. W. Helm Grain Company which operates at St. Joseph, Mo.

Farmers around Fairfax, Mo., are organizing a company for the purpose of erecting and maintaining a grain elevator there.

A new elevator is being built at Elmwood, Neb., by J. H. Rogge. The plant will be of the crib elevator type and will cost \$8,000.

The South Elevator, owned by the A. C. Dunning Company at Surprise, Neb., has been purchased by the Farmers Elevator Company.

The East Elevator at Alvo, Neb., has been purchased by the Farmers Union. R. E. Reitz will manage the operation of same.

A new elevator is to be constructed at Archer, Neb., for the Farmers Elevator Company recently organized capitalized at \$15,000.

The elevator at Cherokee, Kan., formerly belonging to the Kelso Grain Company has been purchased by the Farmers Union.

The elevator of L. E. Dye at Fostoria, Kan., has been taken over by Fred Bangert and Carl S. Gillett. Carl Gillett is the manager.

Arrangements are being made by the farmers around Strauss (mail to McCune), Kan., for the erection of a grain elevator there.

Capitalized at \$10,000, the Latimer Farmers Union Co-operative Grain, Stock & Produce Company has been incorporated at Latimer, Kan.

An elevator at Loup City, Neb., has been purchased by Ivan Harden, formerly connected with the Trans-Mississippi Grain Company.

A corn granary is to be built at Poplar Bluff, Mo., by J. P. Alexander. It will be equipped with corn shellers, shuck binders and cob grinders.

The Blair Elevator Company of Atchison, Kan.,

has placed its order with the Burrell Engineering & Construction Company for a new ear corn elevator and is making extensive improvements on its old house.

Geo. E. Hudson of Charleston, Mo., has contracted with the Burrell Engineering & Construction Company for a 20,000-bushel cribbed elevator.

The West Side Elevator at Frankfort, Kan., formerly owned by C. J. Haskett is now the property of F. A. Mathews of Crab Orchard, Neb.

Business operations have been started in the plant of the McCaull-Webster Elevator Company at Plainview, Neb. O. A. Ogburn is agent.

N. S. Tausan, A. R. Thayer and others have incorporated as the Farmers Union Co-operative Association at Clinton, Neb. Capital stock is \$25,000.

The old elevator at Spalding, Neb., is being repaired by K. S. Ballard. He will conduct a grain business in the plant when the remodeling is finished.

A grain elevator, two stories and basement 70x98 feet, is to be built at Omaha, Neb., for the Geo. Stoltenberg Elevator Company. The plant will cost \$15,000.

The contract has been let by the Farmers Union Co-operative Association of Sidney, Neb., for the erection of a 16,500-bushel elevator and a 125-barrel mill.

The old elevator of the Duff Grain Company at Lebanon, Neb., has been torn down. It will be replaced with a new elevator with a capacity of 20,000 bushels.

D. Christman, W. H. Woodfolk and J. E. Kessler are the incorporators of the Farmers Co-operative Elevator Company of Altamont, Kan., which is capitalized at \$15,000.

The elevator of the Monmouth Elevator Company, Monmouth, Kan., is to be enlarged; five more bins are to be added and a cleaner and corn sheller installed in the plant.

The Farmers Grain Association of Benedict, Neb., is building a 50,000-bushel concrete grain elevator. The Burrell Engineering & Construction Company has the contract for same.

The Cheyenne County Trading Company has sold out its Sidney, Neb., elevator plant to W. E. Swatzlander and E. Van Wickle. They have let the contract for a new 100-barrel mill.

The Farmers Grain & Live Stock Company has been granted a charter to operate at Oconto, Neb. The company is capitalized at \$25,000. A. C. McLean is interested in the business.

Henry Kleiber, Henry Schnell and John Schnell have incorporated at Ramona, Kan., as the Ramona Co-operative Elevator Company. The capital stock of the company totals \$25,000.

The interior of the elevator of the Farmers Grain Company at Garrison, Neb., is to be improved and remodeled. A 5,000-bushel addition is to be erected and an elevator and automatic scales are to be installed.

C. L. Armbruster is president; C. H. Woeppel, vice-president; Chas. McLeod, secretary-treasurer of the Farmers Union Co-operative Supply Company of Stanton, Neb. The company is capitalized at \$75,000.

The business of the Farmers Co-operative Elevator Company at Wilmore, Kan., has been taken over by a new concern which operates as the Bell Grain Company. Elbert Heflin has been retained as manager of the plant.

The business of the Cockrill Grain Company, Platte City, Mo., has been taken over by the Aunt Jemima Milling Company of St. Joseph, Mo. C. C. Cockrill was the owner of the grain business. Possession was given on May 1.

A state charter was granted recently to the Hackney Farmers Union Co-operative Association which will operate at Hackney, Kan. Col. W. Russell, W. S. Alexander and R. B. Baird are the incorporators. Capital stock is \$10,000.

The elevators of the White Water Mill & Elevator Company of White Water, Kan., at Hesston and McLain (r. f. d. Newton), Kan., and its mill at White Water have been purchased by the White Water Flour Mills Company in which Geo. M. Ross is interested.

Fogarty-Kneib & Co., of St. Joseph, Mo., has a new building under way which will be completed by June 1. The plant will be modern and will be equipped with machinery to facilitate the handling of grain. A corn shelling machine will also be installed.

Interest in the Auxvasse (Mo.) Mill & Elevator Company was secured some time ago by K. Maupin in a trade which included the latter's farm near McCredie. He later on purchased his partner's interest in same and is now sole owner. Chas. W. Dudley was formerly associated with him.

The J. B. McClure Milling Company has negotiated for the La Crosse, Kan., mill from H. L. Baker. The company will cover the building with sheet iron, tear down the old elevator and erect in

its place a storage room. Two large cement grain bins of from 75,000 to 100,000 bushels' capacity are to be built.

The contract has been let by the Rantoul Grain & Lumber Company operating at Rantoul, Kan., for the construction of a new elevator on the Missouri Pacific Siding there. The elevator will have a capacity of over 8,000 bushels and will be equipped with feed milling equipment. W. G. Tulloss and R. P. Wilson recently incorporated the above concern.

MINNESOTA AND WISCONSIN

The elevator of H. W. Ibling at Waltham, Minn., has been sold to L. W. Nemitz.

A new grain elevator is to be built at Milwaukee, Wis., for the Flint Mill Company.

Braun & Gollow have purchased the elevator at Marion, Wis., formerly conducted by C. H. Zillmer.

The Fisher Co-operative Elevator Company has been incorporated at Fisher, Minn., capitalized at \$25,000.

The elevator at Astico, Wis., has been purchased from the American Malting Company by J. W. Jones.

The C. C. Gray Elevator located at St. Paul, Minn., has been equipped with a small corn grinding plant.

The old elevator of the Van Dusen Elevator Company, at Burr, Minn., has been torn down and will be replaced by a larger one.

Preparations are under way by the Arndt Bros. Milling Company of Sheboygan, Wis., for the erection of a four-story elevator and mill addition, 75x105 feet.

The Hills Mercantile Company of Hills, Minn., has made tentative plans for the erection of a concrete elevator of 25,000 bushels' capacity and costing \$12,000.

A new corn crib with a capacity of 2,000 bushels has been built at Eagle Lake, Minn., for the Community Elevator Company in connection with its present elevator plant.

The North Elevator at Menahga, Minn., owned by F. J. Johnson has been purchased by the recently organized Farmers Elevator Company. The farmers company will take possession in July.

The Farmers Elevator Company, which was organized recently at Alexandria, Minn., has purchased the Atlantic Elevator located on the Soo tracks. K. P. Landru will operate the house.

Albert A. Huber & Son are the new owners of the elevator at Darien, Wis., formerly owned by Johnson & DeLong. The plant is equipped with modern apparatus and is operated by electricity.

Chas. Passmore has purchased the elevator at Westbrook, Minn., formerly conducted by K. Kruegers. He will not open it for general business until he has secured the services of an experienced grain man.

The Elevator "A" of the Farmers Independent Elevator Company at Russell, Minn., is being improved. The plant will be equipped with new leg and cups, grain cleaner, etc. A new manlift has also been put into the plant.

A 40,000-bushel elevator and five-story flour mill is to be built at St. Cloud, Minn., for the H. C. Ervin Company. The plant will be of concrete and steel construction. The Burrell Engineering & Construction Company has the contract for the plant which will cost between \$50,000 and \$60,000.

INDIANA

The Willey Grain Company, which is incorporated in the state of Ohio, has withdrawn from business in the state of Indiana.

The elevator of the Veith Bros. at Randolph Station, near Winchester, Ind., has been sold to Richards & Ross. Consideration, \$10,000.

The elevator situated at Judyville, Ind., has been purchased by D. Davis. The plant will be under the management of Earl Davis of Danville.

Cloyd Kerlin has sold half interest in the grain elevator at Delphi, Ind., to Chas. R. Lane. In the future the business will be conducted under the firm name of Kerlin & Lane.

The Pine Village Grain Company has been chartered at Pine Village, Ind., to buy and sell grain, seed, and feed. Evert P. Finch, James E. Morrison and Fred G. McBroom are the incorporators. The company is capitalized at \$26,100.

Weber & Purviance have disposed of their elevators at Huntington, Ind., to A. Wasmuth & Sons, who now conduct plants at Andrews and Roanoke, Ind. The Wasmuth company has also purchased the Weber & Purviance interests at Simpson, Ind.

Incorporation papers have been filed for the Wayne Grain & Threshing Company of Fountain City, Ind., to buy and sell grains, feed, fertilizers and binding twine. Samuel W. Nicholson, Benj. Thomas, Law. Hiatt, Harry Vore and Kenneth M. Barton are interested. The capital stock of the company is \$5,000.

THE DAKOTAS

A new elevator will be built at Harrisburg, S. D., for the Farmers Elevator & Supply Company.

A new elevator and feed mill will be constructed at Manvel, N. D., for the Levant Elevator Company.

A farmers elevator is to be erected and conducted at Christine, N. D., in the near future.

Farmers around Fessenden, N. D., have purchased the Regan & Lyness Elevator at that point.

A modern office building is to be built for the Farmers Elevator Company at Valley City, N. D.

The elevator of the Sutton Grain Company located at Sutton, N. D., has been purchased by A. H. Retzlaff.

Ed. Koenig has disposed of his holdings in the grain elevator business at Utica, S. D., to Gayle Snedecor.

Directors of the Farmers Elevator Company negotiated for the purchase of the Atlantic Elevator at Fairdale, N. D.

A grain elevator, 32x28 feet, is to be built at Churchs Ferry, N. D., by Th. Solberg. The plant will be situated on his farm.

The elevator plant of the Great Western Grain Company at Walum, N. D., is to be closed, it is expected, during the summer months.

Additional elevator machinery is to be installed and the plant remodeled for the Hamberg Farmers Elevator Company of Hamberg, N. D.

H. H. Brekke purchased the old elevator at Lake Preston, S. D., owned by the Lake Preston Co-operative Company at an auction recently.

The contract has been let by the Farmers Elevator Company of Minnewaukan, N. D., to tear down its two elevators there and rebuild one large plant.

Interest in the Union Grain & Seed Company at Madison, S. D., has been purchased by F. H. Sloan, formerly manager of the Farmers Elevator Company.

The two elevators of the Maddock Farmers Elevator Company at Maddock, N. D., are to be torn down and replaced with two larger and more modern plants.

The plant of the Farmers Elevator Company at Eckelson, N. D., is being improved. A new engine has been installed and a machine shed will be built in the near future.

The Farmers Mercantile & Elevator Company, of Glenfield, N. D., is to be reorganized into a co-operative company. The re-organization will take place about June 30.

The Bingham Bros.' elevator at Volga, S. D., has been purchased by Julius Sundet. Mr. Sundet, after he takes possession of the plant, will erect coal sheds in connection with it.

The Farmers' Co-operative Elevator Company of Forman, N. D., has made arrangements for the erection of a new modern elevator to cost \$15,000, to take the place of the present plant.

The elevator of the Farmers Elevator Company at Cooperstown, N. D., is to be improved extensively. The improvements will include the installation of a new engine and other machinery.

The Andrews Grain Company of Minneapolis, Minn., has purchased the plant of the Farmers Elevator Company at Elliott, N. D. H. M. Olson will continue to be manager of the plant.

The Union County Seed Growers Company's business at Elk Point, S. D., is now the property of W. A. Deyo exclusively, he having purchased the interests of Lawrence and M. E. Authier in same.

Probably a grain elevator to be conducted on the co-operative basis will be built at Pingree, N. D., this summer. O. L. Sundrall and M. C. Brink of Fargo are promoting the establishment of a grain elevator.

Geo. F. Jones is president; F. B. Jacobs, vice-president of the Farmers Union Elevator recently organized at Yankton, S. D. The capital stock of the company is \$20,000. The firm will build a new elevator.

The property of the Farmers Co-operative Company at Bruce, S. D., was included in the trade with Paul Salters for the latter's two elevators. Plans have been made for the erection of a 50,000-bushel elevator to cost \$20,000.

The Great Western Grain Company has sold out its elevator and coal sheds located as Esmond, N. D., to the Esmond Equity & Trading Company. The consideration was placed at \$9,500. The new owners will take charge on July 1.

The Farmers Elevator & Fuel Company was organized at Stiles (mail Hankinson), N. D., capitalized at \$10,000. Julius Boehning is president; Roy Smith, vice-president; Irvin Webster, secretary-treasurer. The company has purchased the elevator of Max Whipperman there.

The elevator of F. M. Slagle & Co., at Centerville, S. D., has been taken over by the Farmers Elevator Company, which was just recently organized there. The consideration was \$5,000. The plant

will be increased in capacity to 50,000 bushels and will be conducted on the co-operative plan.

WESTERN

A 40,000-bushel grain elevator is to be built at Kamiah, Idaho.

A 60,000-bushel elevator is to be built at Milton, Ore., for the Peacock Mill Company.

A new elevator will be constructed at Miles City, Mont., for the Miles City Milling & Elevator Company.

A concrete elevator will be constructed at Ione, Ore., for the Farmers Elevator Company of that town.

The grain, hay and coal business of Roland & Son at Sunnyside, Wash., has been disposed of to Fry & Co., of Prosser.

The Western Grain & Lumber company of Lewistown is interested in the erection of a new elevator at Monson (near Christina), Mont.

A new grain elevator is to be built in the near future at Murrietta, Cal. J. V. Thompson and H. B. Davis are investigating the proposition.

The Davenport Union Warehouse Company of Davenport, Wash., has let the contract for the erection of a 60,000-bushel bulk warehouse there.

The Ord Grain Elevator Company was recently organized at Ord (mail to Monterey), Cal., and will build a new grain elevator there in the near future.

The offices of the Northern Grain & Warehouse Company in Portland, Ore., have been moved from the Board of Trade Building to the Lumbermen's Building.

The Phoenix Flour Mills Company has completed construction work on a new 100,000-bushel concrete elevator at Phoenix, Ariz., and is remodeling its mill there.

A 60,000-bushel elevator is to be built at Packard (mail to Marcellus), Wash., for the Packard Farmers Warehouse Company. The contract for the plant has been let.

Farmers around Dixon, Solano County, Cal., are interested in the proposed erection of a grain elevator there. The plant will have a capacity of 60,000 bushels and will cost \$35,000.

The Colorado Mill & Elevator Company of Watkins, Colo., has awarded its contract to the Burrell Engineering & Construction Company for a 40,000-bushel concrete grain elevator.

The Bay View plant of the Seattle Brewing & Malting Company at Seattle, Wash., has been purchased by a Seattle grain firm. The new owners will install machinery for crushing copra and beans.

Improvements are to be made on the plant of the Equity Elevator Company at Bynum, Mont., including the installation of a grain cleaner, automatic scale, and other machinery. J. C. Kramer is manager.

The Farmers Union Warehouse Company of Palouse, Wash., will build a grain elevator in connection with the Electric Flour Mill which it purchased. The plant will have a total capacity of 80,000 bushels.

The Farmers Elevator Company of San Luis Obispo, Cal., has filed incorporation papers and will erect two grain elevators at San Miguel in time to handle this year's crop. Capital stock of the company is \$50,000.

Farmers in the neighborhood of The Dalles, Ore., have made plans for the erection of a concrete elevator with a capacity of 50,000 bushels. The plant will be modern and will be ready for operation by July 15, it is expected. The plant will cost approximately \$25,000.

The charter of the Whetstone-Turner Warehouse Company of Dayton, Wash., has been amended increasing the capital stock from \$25,000 to \$200,000. The company operates warehouses at Turner, Whetstone, Dayton and Longs Station with an aggregate capacity of 1,000,000 bushels; an elevator at Turner with capacity of 150,000 bushels and elevator under construction at Longs and Huntsville of 75,000 bushels' capacity each.

EASTERN

Frank LeMay has taken over the grain business at East Granby, Conn., formerly conducted by Seth Sharp.

The grain and feed business located at Portland, Conn. formerly conducted by Stephen Hall has been sold to M. Cohen of Hartford, Conn.

The Chatham Grain Company, located at Chatham, N. Y., is reported to have been found guilty of violating the Food Administration's wheat flour rules. By contributing \$1,500 to the local Red Cross Chapter the grain firm was allowed to retain its grain license.

Incorporation papers have been filed for the Wetherby Grain Company of Gardner, Mass., by Harry B. Heselton. The corporation has capital stock amounting to \$50,000.

Incorporation papers have been filed for the Bridgeport Hay & Grain Company, of Bridgeport,

Conn., capitalized at \$50,000. Abraham M. Goodman is interested in the organization.

A new \$300,000 elevator will be included in the improvements to be made to the plant of the Buffalo Cereal Company at Buffalo, N. Y., this summer. The elevator plant will be ready for operation by this fall.

I. H. Hall, S. F. and N. T. Whittingham and F. T. Adams have filed incorporation papers for the Hall & Whittingham Company of Marion Station, Md., capitalized at \$10,000. The company will deal in grain, feed, coal, etc.

A Delaware charter has been granted to the A. J. Elevator Company, which will conduct grain elevators, flour mills, etc. C. L. Rimlinger of Wilmington, Del., is named as one of the organizers. The corporation has a capital stock amounting to \$250,000.

Operations have ceased in the Rutland Elevator at Oswego, N. Y. It probably will be taken over by the Government later on. The plant is a cement structure with capacity of 500,000 bushels. The Rialto Grain Company operated it for two years but because of scarcity of tonnage the lease was not renewed this year.

SOUTHERN AND SOUTHWESTERN

A grain elevator is to be built at Florence, Ala., by the Brandon Mill & Elevator Company of Marianna, Fla.

The J. W. Zaring Grain & Mill Company is building a new brick office addition at Richmond, Ky. Allan Zaring is in control.

The Neimeyer Grain Company of Little Rock, Ark., has amended its charter increasing the capital stock from \$50,000 to \$100,000.

A grain elevator, flour mill and knitting mill is to be built at Cuthbert, Ga., by D. B. Teabeaut and others. The plant will cost \$125,000.

A grain elevator, six new warehouses and refrigerating plant is to be built at Camp MacArthur (Waco P. O.), Texas, costing \$125,000.

A corn elevator and grist mill is to be built at Winona, Miss., by Walter Witty. He expects to organize a company to build and operate same.

A corn elevator and cotton gin is to be erected at Hickman, Ky., for C. T. Bondurant. Corn shelling machinery, costing \$5,000, is to be installed.

W. R. Bracey, A. M. Harris and J. V. Mosley have incorporated at Bailey, Okla., as the Bailey Grain Company. The capital stock of the concern is \$9,000.

The contract has been let by the Tennessee Grain Company of Nashville, Tenn., controlled by D. V. Johnson, for the erection of an additional elevator building 48x96 feet.

Articles of incorporation have been filed for the Prague Grain Company of Prague, Okla., capitalized at \$10,000. J. E. Clift, S. W. Hogan and E. W. Sibley are interested.

The Sugar Creek Gin, Grain & Supply Company has been incorporated to operate at Gracemont, Okla., by John Page and others. The corporation is capitalized at \$20,000.

Walter H. Bush and Austin Moore have formed a partnership and as such will conduct a wholesale grain business in the Continental State Bank Building at McKinney, Texas.

The Liberty Grain Company has been incorporated at Dallas, Texas, with a capital stock of \$10,000. The incorporators are Tony Brignardello, C. M. Shannon and E. P. Garvin.

A large grain elevator, possibly the largest one in South Carolina, is being constructed at Camp Jackson at the Remount Depot. Plant will be used for storing grain for the army stock.

The McAlester Grain & Elevator Company of McAlester, Okla., and the Hardemann-King Company of Oklahoma City, Okla., have consolidated. The concern is capitalized at \$100,000.

An elevator and mill building at McKinney, Texas, has been purchased by John Burrage & Co. They will install corn mill, sheller, grain mill for manufacturing stock feed, chicken feeds, etc.

The elevator and mill property of Webb & Maury at Memphis, Tenn., has been sold. The plant was operated as the Riverside Elevator & Warehouse. Approximately \$70,000 was obtained for the plant.

Julius H. and Hyman Pearlstone and Tucker Royal have purchased grain elevator of the Knight Bros. at Dallas, Texas. The capacity of the plant will be increased by the remodeling and installation of machinery.

The property of the Medford Mill & Elevator Company at Medford, Okla., including the two elevators at Medford, and those at Bisson and Wakita has been purchased by the Red Star Milling Company of Wichita.

The Thomasville Elevator Company has been incorporated at Thomasville, Thomas County, Ga., capitalized at \$20,000. The company will engage in a general grain business. James F. Evans, W. A. Pringle and E. L. Neel are interested.

J. M. Cress' interest in the Cress & Robinson

Grain Company has been purchased by Oscar Robinson and A. C. Browne. The plants are situated at Fargo and Supply, Okla., and will be conducted as the Robinson & Browne Grain Company.

A 36x40-foot four-story building is to be built at Paducah, Ky., by the Lack-Redford Elevator Company. The plant will cost \$7,000 and will be equipped with a Wolf corn mill to cost \$10,000. The plant will also have a capacity of 600 barrels meal.

A grain elevator 60x156 feet is to be built at West Nashville, Tenn., for J. R. Hale & Sons. The plant will have a concrete foundation, with capacity of 100,000 bushels. The plant will be equipped with facilities for loading and unloading 20,000 bushels wheat per hour.

The license of the Memphis Grain & Feed Store at Nashville, Tenn., was revoked recently for 30 days following the violation of the rules regulating the sale of flour by the grain company. The company sold larger quantities of flour than is allowed and also did not enforce the purchase of an equal amount of substitutes.

CANADA

The Standard Grain Company, Ltd., of Regina, Sask., will dissolve as a corporation.

The Laurier Farmers' Elevator Company, Ltd., of Laurier, Man., has been incorporated with a capital stock of \$10,000.

The Erickson Farmers' Elevator Company of Erickson, Man., has been incorporated. The capital stock of the company amounts to \$10,000.

The Alberta Pacific Elevator Company which has its head office at Calgary, Alta., contemplates the erection of a \$15,000 frame elevator at Macleod, Alta.

The Brooks Elevator Company, Ltd., with head offices at Winnipeg, Man., has filed incorporation papers. The capital stock of the company amounts to \$50,000.

Incorporation papers have been filed in the Province of Ontario, for the Ivy & Thornton Farmers Stock & Grain Company, Ltd., of Thornton, Ont. The company will be capitalized at \$100,000.

The elevators of the Hayward Grain Company of Calgary, Alta., located on four different points of the Canadian Northern Railway, have been sold to the Alberta Pacific Grain Company of Calgary.

The Dominion Elevator Company, Ltd., has purchased four grain elevators of the Imperial Elevator & Lumber Company situated at Bromhead, Tribune, North Portal and Drinkwater, Sask. The plants have each a capacity of 30,000 bushels.

Work at the new plant of the Quaker Oats Company, Peterboro, Ont., is being proceeded with with all haste, but on account of the labor situation and the delay in shipments, the company is unable to give a definite date when the new machinery will be operated.

The Kerr Milling Company, Ltd., of Dundas, Ont., has closed the contract for the construction of a fireproof, reinforced concrete grain elevator of 24,000 bushels' capacity. The designing engineers and contractors for the work have undertaken to have the elevator ready for operation by September 1, 1918.

The contract has been let by the Saskatchewan Co-operative Elevator Company of Regina, Sask., for the construction of a new hospital elevator at Port Arthur. The construction work will be started immediately. The working house will have a storage capacity of 200,000 bushels and the storage annex will hold about 450,000 bushels.

The Imperial Grain & Produce Company, controlled by Robertson & Paddget, at Lindsay, Ont., has extended its business by the installation of a new attrition mill in their elevator on King Street. This latest type of mills is driven by a 25-horsepower electric motor and is capable of grinding from 25 to 35 bags of chop of the best quality per hour.

PROFITEERING IN SEEDS

Information is coming constantly to the U. S. Department of Agriculture and the Food Administration that abnormally high prices for seeds are being charged in some sections. The need for increased crop production is obvious, and without adequate distribution of seed and reasonable prices there is danger that the acreage will be lessened and that seed of poor quality will frequently be used.

The supply of many kinds of seeds is not as large as is desirable and in view of this fact as well as because of the increased cost of conducting business an increase in the price of certain seeds may be warranted. This, however, does not justify any one taking selfish advantage of the opportunity to the detriment of the country. By far the larger number of dealers no doubt will consider that their patriotic duty in this emergency is to aid the nation

in securing adequate stocks at a reasonable price, consistent with the extra service rendered this year in securing tested and satisfactory supplies. Anything beyond this becomes plainly an unfair practice and therefore subject to any action which such practices invoke. Speculation in seed stocks is especially to be deprecated in this hour of need and, if participated in by dealers under Federal license for the conduct of their business, will be dealt with accordingly.

Several state seed growers' associations have voluntarily agreed to handle their seed with due regard to the public welfare by charging only a reasonable price for them, although doubtless the demand for seeds would permit much higher prices. Such patriotic action is to be commended.

The War Service Committee of the American Seed Trade Association also has passed a resolution in which this committee agrees to "Co-operate in denouncing unreasonable and excessive profits or in taking other necessary steps."

All wholesale seed dealers and those retail dealers in seeds doing an annual business of \$100,000 or over, who handle peas, beans, cotton seed, and corn are now operating under license from the Food Administration. Instances have been cited to the department where others have been taking advantage of the present situation by charging exorbitant prices for seeds.

Upon receipt of specific information of extortionate prices being charged for seeds, such cases will be investigated.

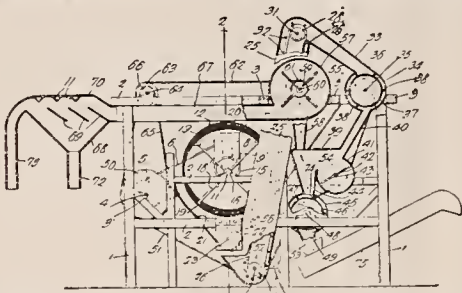
GRAIN TRADE PATENTS

Bearing Date of April 2, 1918

Grain Door for Cars.—John Edman, Minneapolis, Minn., assignor by direct and mesne assignments to Edman Car Door Company, Minneapolis, Minn., a corporation of Minnesota. Filed July 25, 1912. No. 1,261,108.

Seed Separator.—James B. Rylander, Lockhart, Texas. Filed April 9, 1917. No. 1,261,299. See cut.

Claim: A seed separator, comprising a supporting frame, a rotary sieve journaled in the frame, a suction chamber, a valve casing communicating with the suction chamber, an air tight inlet valve turning in the casing, another valve casing communicating with

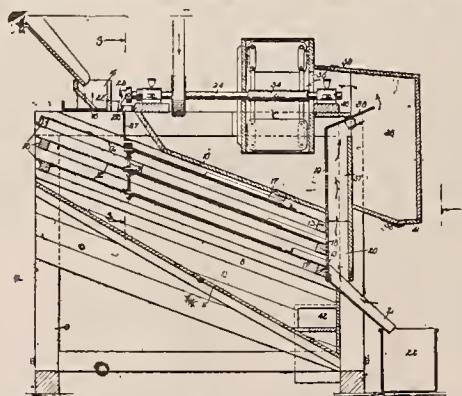


the chamber, said casing provided with an air inlet, an air tight discharge valve turning in said casing, a fan casing communicating with the chamber, a fan turning in the fan casing, means for delivering seed to the sieve, means for conveying seed from the sieve to the inlet valve, and means for operating the fan and the valves.

Bearing Date of April 9, 1918

Corn Grader and Separator.—James Alvin Worsham, Maroa, Ill. Filed February 8, 1917. No. 1,262,423. See cut.

Claim: In a separator of the class described, a housing, a plurality of vibration screens disposed on an incline so that material fed thereupon moves gravitationally on said sieves, means for securing said sieves



at the margin, said means including frames, said housing having a channel for each of the sieves, and guides supported by the upper surface of each sieve for directing the material thereupon into its respective channel.

Pea and Bean Separator.—George E. Pritchard, Elizabeth City, N. C. Filed August 2, 1917. No. 1,262,559.

Bearing Date of April 16, 1918

Grain Drying and Salvaging Railway Car.—Oliver W. Randolph, Toledo, Ohio. Filed July 2, 1917. No. 1,262,842. See cut.

Claim: The combination with a car body, provided with trucks adapting it to be transported over railways and provided with a grain drying compartment, and an elevator compartment, of a grain drier comprising a first and a second section installed in the drying compartment on opposite sides thereof with

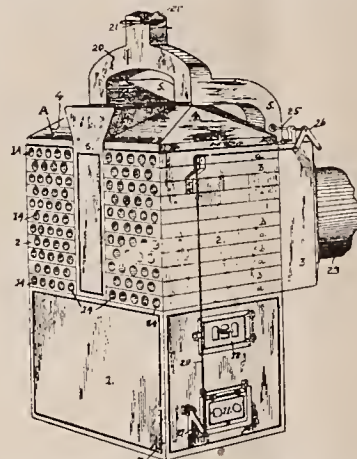
an inclosed air space between said sections, each section comprising a receiving hopper and a plurality of vertically disposed drier chutes, each comprising a vertical grain passage and horizontally disposed air ducts on each side of the grain passage and having openings into the passage, and alternate air ducts having openings into the air space between the sec-



tions, and their outer ends closed and the remaining ducts having their inner ends closed and their outer ends open to the atmosphere, an elevator in the elevator compartment adapted to receive grain from a grain supply and to deliver the grain to the hopper of the first drier section, a second elevator in the elevator compartment adapted to receive grain from the first drier section and deliver it to the hopper of the second drier section, means to deliver grain from the second drying section to the receiver of a loading mechanism, a blower installed in the car and connected to the air space in the drier compartment, a heater installed in the car and adapted to deliver heated air to the blower, and means to operate the elevators and the blower.

Heater for Grain Driers.—Oliver W. Randolph, Toledo, Ohio. Filed February 15, 1917. No. 1,262,841. See cut.

Claim: A heater for supplying hot air for drying grain and other material, comprising a furnace, a heating chamber for the furnace, an air mixing chamber, air heating tubes extending through the heating chamber and adapted to supply air to the mixing chamber, a duct connecting the heating chamber with the mixing chamber, an air duct adapted to connect the mix-



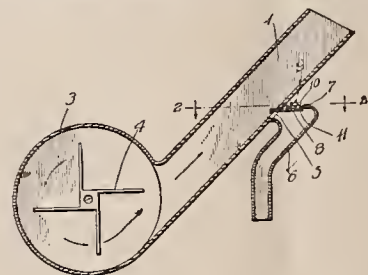
ing chamber with the air intake of a blower fan, whereby air is drawn through the heating tubes and both air and gases through the duct of the heating chamber into the mixing chamber, and means to vary the volume of air and gases drawn through the duct from the heating chamber to the mixing chamber, relative to the volume drawn through the heating tubes, and to regulate the degree of heat of the air in the mixing chamber.

Bearing Date of April 23, 1918

Grain Car Door.—Edward W. Hartough, Denison, Texas. Filed August 19, 1916. No. 1,263,409.

Grain Saver.—Monroe Davis, Enid, Okla. Filed November 1, 1917. No. 1,264,023. See cut.

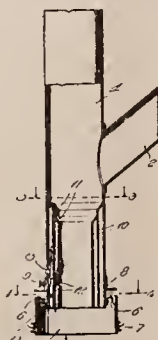
Claim: In a grain saving device, the combination of a straw discharge pipe extending upwardly to its delivery end and having an opening extending substantially throughout the width of one of its sides, a branch depending from said pipe and communicating with said opening, the outer wall of said branch being bent inwardly at its upper end and forming a plate-attach-



ing portion extending from the upper edge of said opening at an angle to the side of said pipe, said portion having a slot, a grain deflecting plate in said branch and contacting with the lower side of said plate-attaching portion, said plate being slidable different distances into said pipe through said opening, and means passing through said slot and accessible from the exterior of said pipe for adjusting and clamping said deflecting plate.

Reducer for Grain Sackers.—Monroe Davis, Enid, Okla. Filed November 1, 1917. No. 1,264,024. See cut.

Claim: The combination with a grain discharge pipe and means for creating suction therethrough in the reverse direction from the travel of the grain, of a re-

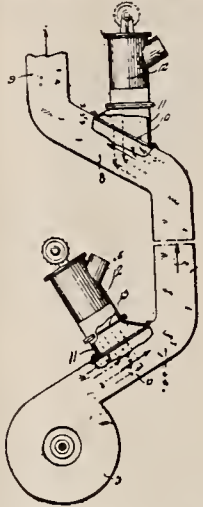


having at its upper end an outstanding flange for contact therewith, and means for securing said reducer

May 15, 1918

insertible into the lower end of said pipe and in place. Pneumatic Grain Elevator.—George Bernert, Milwaukee, Wis. Filed June 15, 1917. No. 1,263,364. See cut.

Claim: The combination with a conveyor trunk having two or more vertical portions, inclined trunk portions disposed between and connecting said vertical portions, said inclined portions being disposed at an acute angle to the horizontal and consequently at obtuse angles to the adjacent vertical portions, whereby material may be successively lifted by a series of steps, the angle of the inclination of said



inclined portions being between 30 and 60 degrees, said inclined portions each having an inlet opening in its top, a mechanical material feeding means connected with each of said openings in the trunk portions, a blower connected with the lower end to the lowermost trunk portion below the lowermost inlet opening, whereby to force a column of air up said trunk portions to raise material dropped through said inlet openings, and valve means in each of said inlet openings to prevent passage of air therethrough.

CANADIAN CROP FINANCING ON FIXED PRICES

The last stage of the 1916-1917 wheat crop movement was financed with prices fixed, the basic price for No. 1 Northern being \$2.40 per bushel; and for the whole of the 1917-1918 movement the fixed price of \$2.21 per bushel is apparently to prevail. While these prices have been satisfactory on the whole, notes of criticism are sounded from time to time in the West, as some agriculturists there are of the opinion that a higher level should obtain. In fixing the prices the Canadian Government evidently followed the lead of the Washington authorities. Critics have pointed out that inasmuch as Canada exports a larger proportion of her total yield, she is not interested, to the same extent as the United States in keeping down the price. Another point of criticism is that as the Western farmers during the early fall were obliged to devote their time to plowing and other work in preparation for the 1918 seeding, they were unable to get the 1917 wheat to market as promptly as they wished, and thus they lost money in interest, etc., on the carrying of the grain. So it was claimed that the fixed price should rise so much per month to cover the carrying charges. However, most people are agreed that the price that has been set gives Canadian farmers, and the Western farmers especially, a very good profit; and it is the general feeling that we should not endeavor to levy an exorbitant toll on the hard pressed consumers of the mother country who are bearing a much heavier war burden than we are called upon to shoulder.

Naturally the fixed price has caused some changes in the methods of financing the crops. The price fixing has been accomplished by other regulating activities on the part of the Government. Under the arrangement that has prevailed during the season, practically the whole of Canada's surplus production goes to Great Britain. Canadian millers are allowed to fill their requirements, and nearly all the rest of the grain is bought by the British purchasing agents. The British Government sees to it that the European Allies are provided with such foodstuffs as they need; but to avoid competition the supplies purchased in America are taken by practically the one organization. This means that there are only the two buyers for the grain deliveries of the farmers—the millers and the agents of the British Government. As the prices are fixed, competition is reduced to a minimum. Also as there is no prospect of speculative profit through holding the stuff back, the aim of the farmers has

been to get rid of their produce as quickly as possible so as to save interest and other carrying charges.

There was no startling change in the personnel of the grain buyers at country points. In most cases at a given point the buying would be done by the same local millers, outside millers, and elevator companies, as in previous years; but the elevator companies not in the milling business would be virtually buying on commission for the British agents or for millers not otherwise represented there. The banks would be obliged to ship currency as usual to the various buying points in the country—owing to the extraordinary price level they would require to send unusually large amounts of currency. Also at banking points where such arrangements prevailed, the local buyers would draw on their principals at Winnipeg or other centers, from day to day, for the funds they needed to take up the daily deliveries. The local shippers would be continually turning in their sight on demand drafts on Winnipeg with bills of lading attached.

The great changes in crop financing methods occurred at the centers—Winnipeg, Toronto and

Montreal, particularly at Winnipeg. The grain itself moved as rapidly as possible to the milling centers and to the seaports; while the drafts and credit instruments representing the produce converged heavily on the principal financial centers. Every day during the grain season each bank in Winnipeg having an important branch system in the wheat fields, would receive from its branches scores of grain drafts, many of them for large amounts. Practically all of these drafts would be collected through sending them via the clearing house, into the banks carrying the principal shares of the credit to the British Government and the banks carrying the accounts of the big milling companies. So the loans to the British agents and to the big millers would speedily reach large amounts. To counterbalance this there would be a striking decrease in the credits granted to the elevator companies or grain firms ordinarily doing a large export business. These latter concerns, though buying actively, would turn the stuff over immediately and keep their own loans down to the minimum. Also the loans at country branches to farmers and local dealers would be considerably less than in normal years.

HAY, STRAW AND FEED

J. A. Creed will conduct a feed and produce business at Mendon, Mich.

A mixed feed store has been opened at Memphis, Tenn., for V. L. Parker.

A new feed store has been opened at Garrison, Texas, for J. D. Wilson & Co.

The feed store of J. W. McCaskill has been sold to A. L. Johnson of Crowell, Texas.

The feed store of N. P. Brashears at Patterson, Okla., has been purchased by Albert Asendorf.

Albert Angell's feed business at Pine River, Minn., has been purchased by W. S. Green.

The feed, flour and seed business of A. H. Childs & Son at Garnett, Kan., has been closed down by them.

The feed and flour business of A. L. Gag at New Ulm, Minn., has been disposed of by him to Emil Hempel.

McKinney & Brown are succeeded in the feed and grain business at Baldwin City, Kan., by William & Brown.

The feed business conducted at Alexandria, Minn., as the Campbell Feed Store has been purchased by G. Erickson.

An old building has been purchased at Lansing, Iowa, by the Equity Company. The company will use it as a feed store.

M. J. Farley is now engaged in the feed and flour business at Oneida, N. Y. He has purchased an established business there.

The feed business at Colebrook, N. H., formerly conducted by the John Haynes Estate has been purchased by Chas. Cisco.

The Jennings-Christopher Company of Centerville, Iowa, has taken over the feed, flour, etc., business of J. M. Biddle & Son there.

The capital stock of the Letherman-Gehman Company, feed and flour jobbers of Canton, Ohio, has been increased to \$125,000.

The feed business of E. C. Duncan at Macomb, Ill., has been closed down for the time being because of the illness of Mr. Duncan.

The George Hunter feed business at Streator, Ill., has been taken over by the Barackman Feed Company, of which A. M. Barackman is president.

Tom O'Hara has sold his feed business at Rock Island, Ill., to Carl P. Teske, proprietor of the Teske Flour & Feed Company of Davenport, Iowa.

Froemunning & Busse Company of Algoma, Wis., has purchased a site upon which it will in the near future build a feed and flour warehouse and grain elevator.

Possession was given on May 1 to the new owner of the feed and flour business of Othersall & Sorenson at Antigo, Wis., Frank Othersall, Percy Other-

sall and L. C. Sorenson are no longer connected with the feed business.

The Fuller Goodman Company has purchased the business and property of Forland & Samuelson, at Sawyer, Wis. Several changes are to be made by the new proprietors.

W. A. Ellis, Ezra Millard and Geo. T. Wilson are the new directors of the Omaha Hay & Grain Exchange for the ensuing year. The Arbitration Committee is composed of F. B. Brown, W. T. Burns, Henry Foley, E. T. Palmer and W. A. Ellis. The directors elected the following officers: President, E. N. Knapp; first vice-president, M. J. Hyland; second vice-president, A. A. Nixon; treasurer, Ezra Millard; secretary, W. A. Ellis.

HAY SUBSTITUTE

When the U-Boat campaign was started against the Allies by the Germans, it seemed probable that imports of oats and feed for animals would be cut off for a while at least from the United States. French scientists began making experiments to find some substitute for oats with which to feed the horses in France and while engaged in this work discovered a method of treating seaweed to make it a forage for horses and cattle. The seaweed was washed to extract the salts and when analyzed it was found to contain less hydrocarbonic matter but more protein than ordinary hay. Tests were made feeding it to a troop of cavalry horses which gained an average of nearly 30 pounds each in two months, while animals fed on oats merely held their own. Seaweed is to be found in unlimited quantities upon the shores of Brittany and so a good feed for animals in France is assured by this important discovery.

POOR HAY REJECTED IN NEW YORK

BY C. K. TRAFTON.

One of the most conspicuous and important features in the New York hay trade immediately subsequent to our last review was the pronounced depression in the inferior grades. The material decline in the price of poor or trash hay was partly caused by the fact that much of the hay tendered on Government contracts was rejected. It turns out that this hay had become wet in some way and much of it had turned warm, and therefore was not a good delivery on contracts. When this hay was thrown back on the open market it was found to be so exceedingly poor as to be almost unsaleable at any price. In other words, it did not bring enough by far to even pay freight. It was stated that much of it came from Canada. In addition, there were fairly large receipts of common and low grades that were not actually damaged which were also slow of sale at about bottom figures. On the other hand, the percentage of good to choice

ALFALFA
We are the Largest Distributors
of ALFALFA in
GREATER NEW YORK
Shippers who have Alfalfa Hay to dispose of, if they will
communicate with us we will provide a satisfactory outlet.
ALFALFA
W. D. Power & Co., 12-15 N. Y. Hay Exchange
NEW YORK

HAY

Mr. Hay Shipper:

When you consign a car of hay you have a right to expect special service, such as can only be given by a firm engaged strictly in the commission business. We have been in business many years and given personal attention to all shipments entrusted to our care. We are members of the Chicago Board of Trade and can offer the best of bank and mercantile references. TRY US WITH A CAR.

J. J. Considine & Co., 43 Board of Trade Chicago, Ill.

timothy or fancy clover mixed in the receipts was small, and therefore receivers found it an exceedingly easy matter to sell such hay at fairly satisfactory premiums. In other words, the difference between prices for low and high grades has been unusually wide. In view of the facts described, it is small wonder that there has been a great deal of irregularity and unsettlement, making it difficult at times to form a positive idea as to values.

ST. LOUIS HAY MARKET

The Mullally Hay and Grain Company of St. Louis, Mo., in its letter of May 13, 1918, advise: Our timothy hay market ruled quiet and about unchanged with a fair demand for good No. 2 and better grades at the prevailing prices, though very little inquiry for common No. 2 and lower grades as there is practically no hay taken for shipment here of late and shippers have been the principal buyers of the medium grades of hay. There is practically no demand for very poor grades of any kind of hay. In fact, low grades of threshed hay are unsaleable. Poor clover and heavy clover mixed is also dead dull. We do not look for any improvement in our market for poor grades of hay as the season is now at hand when most buyers want the very best when they can obtain it as they usually do during the spring and summer months. We do look for our market to do better on No. 1 and choice timothy as the offerings of hay will be much lighter from now on and believe that shipments of good hay made now would arrive here in time to sell at a higher range of prices than the present quotations. Prairie hay is in light offerings with a good inquiry for high No. 2 and better grades of Kansas prairie. Our market is bare of the best grades of prairie and the demand unsupplied. Receipts of alfalfa hay are very light and what little arrived of late is all poor hay for which there is practically no inquiry. No. 1 and choice green alfalfa is scarce and wanted. In fact, there is not near enough good alfalfa coming in to supply the trade and we advise shipments.

THE operation of the reconsignment rules on grain, seeds, hay and straw which were to have become effective on May 1, has been suspended by the Interstate Commerce Commission.

FIVE steamers of the Picands-Mather Line, carrying 1,750,000 bushels of grain, left the head of the Great Lakes on April 27, for Eastern ports. This marked the first of the general movement of vessels which have wintered at the Twin Cities.

The capital stock of the Gregory Farm Seed Company of Bay City, Mich., is now \$6,000.

Wollin & Ehlers, grain shippers of Marshall, Minn., now also carry seed.

The Gaskins Seed Company of Arcadia, Fla., has enlarged its floor space due to its increased business.

A wholesale seed department is to be established for the Brown Seed Company which has its place of business at Livingston, Mont.

A new seed cleaning plant is to be built to the plant of the Valley Seed Company at Sacramento, Cal., at a cost of approximately \$40,000.

Another seed cleaning unit has been added to the plant of the Hall Seed Company at Louisville, Ky. W. P. Hall is president of the concern.

A concrete warehouse, 150x200 feet, is to be built to the Phoenix Seed & Feed Company of Phoenix, Ariz., adjoining its present brick warehouse.

Northrup, King & Co., of Minneapolis, Minn., have made plans for the erection of two reinforced grain and seed storage houses there, to cost \$15,000.

The Cerealia Seed Company of Milwaukee, Wis., has leased from the Wisconsin Cold Storage Company a six-story building in which it will conduct a seed business.

A new store and warehouse building 25x90 feet is to be built at Burley, Idaho, for the Pioneer Seed & Grain Company, Ltd. The plant will be of brick construction with concrete basement.

The Portland Seed Company, of Portland, Ore., has engaged Prof. J. E. Larson to give practical help to farmers and gardeners in the problem of seed selection and in solving any difficulties they may encounter in planting, cultivating and harvesting.

The Abrams Seed Company located at Lansing, Mich., has discontinued its business there. The company organized about a year ago. W. B. Abrams, manager, has been called to military duties

and for this reason it was deemed best to cease operations temporarily at least.

Plans are under consideration by the Rumble & Wenzel Company of Natchez, Miss., for the construction of a plant on lot adjoining its present location. The company has sold its warehouse, which it has been using, to a produce company.

The ground floor of the Kerckhoff Building at Los Angeles, Cal., has been leased by the Germain Seed & Plant Company in which it will conduct its retail business. The seed company carries on its wholesale and jobbing business in the building leased by it from the Los Angeles Union Terminal Company.

The Holt Seed & Grain Company of Caldwell, Idaho, has been reorganized under the firm name of the Holt Seed Company. T. N. Bryant will look after the affairs of the company during the absence of Mr. Holt in France where he will be associated with the Red Cross. The selling headquarters of the seed firm are in Salt Lake City, Utah.

CLOVER SEED ADVANCES

"Clover seed made good advance last week," say J. F. Zahm & Co., of Toledo, in market letter of May 13.

"Trade not heavy, and this accounts for the quick changes. It is true too that clover is playing second fiddle to timothy these days.

"Clover traders are awaiting developments. A few are selling on the price alone, as October started nearly \$5 higher than any previous season. A few more buy because we are in war times, and the price looks low compared to the high reached last year.

"Crop wintered well. Spring weather never was better but the two critical months are ahead, and a lot can happen. A short crop would be a calamity in the face of old stocks the world over never being so near exhaustion before. On the other hand a bumper crop would fill all the holes in America, and America would have to digest it

FOREWORD

THE agony of handling the wet corn crop of 1917 is about over—and the severity of the lesson in unpreparedness (for drying) has thoroughly been impressed on the unprepared.

The necessity of HESS DRIERS as a part of the **regular equipment** of the elevator and mill is now fully recognized and conceded.

We have a limited supply of drier material and the best and largest corps of drier men in employment anywhere. Yet mechanics are scarce, considering the many demands for service.

We ask you to anticipate your needs in the way of driers and to complete your plans as early as practicable—thus enabling us to serve you fully and promptly.

Our record for the season of 1917-1918 was two HESS DRIERS shipped and installed for every three working days—an unequalled record in the annals of drier making.

Hess Warming & Ventilating Co.

1210 TACOMA BUILDING, CHICAGO

A New Drier Booklet will be ready May 25th

alone. No chance of Europe doing any business of consequence the coming season unless the Huns collapse completely and the war ends. It can't end until they do collapse."

NEW SEED TRADEMARK

The following seed trademark was published during the past month in the *Official Gazette* of the



U. S. Patent Office; Seeds. Frederick S. Radway, New York, N. Y. Filed Nov. 3, 1917. Serial No. 107,142. See cut.

TIMOTHY SEED

"Timothy seed still popular," says C. A. King & Co., of Toledo, Ohio, in Special Market Report, May 13. "It has many friends. They are scattered everywhere. They are looking ahead, expecting the next crop to reward them. All admit present plenty almost everywhere. Some think there is enough carry-over to almost take care of the probable demand next year if we continue on a domestic basis. Bulls hope for a foreign demand, but peace is not in sight. Outcome of next year will depend mostly upon the weather and partly upon labor conditions. We photograph the opinions of our friends. Always have your views as free of prejudice as possible. Prices will fluctuate as the speculative demand varies. Realize on bulges. Invest on breaks."

CONDITIONS AFFECTING SEED VITALITY

It is a common observation that when a lot of seeds is placed under the most favorable conditions for germination a number of them fail to germinate. Some seeds are quick to germinate and form strong, vigorous seedlings. Others sprout but slowly and the young plants are weak and sickly. There are many conditions which affect the vitality of seeds:

1. **Maturity.** Although seeds will often germinate when they are not fully ripe, the plants from such are usually weak and cannot withstand unfavorable conditions. Moreover, the yield from immature seeds is always lower than from properly matured seeds. Lack of maturity or low vitality in corn is usually indicated by soft ears, by any discoloration of the grain, especially at the tips, and by blisters on the skin. Immature corn quickly loses its germinating power.
2. **Age.** All seeds gradually lose their viability

with the lapse of time. The rate at which they lose their viability depends upon the kind of seeds and upon the condition of storage. As a rule, seeds retain their viability longest under low and equable temperature and moisture conditions. Ordinary crop seeds lose their vitality rather quickly when stored under high temperatures and where the atmosphere is moist.

Seeds containing oil, such as corn and flax, lose their vitality much earlier than starch-bearing seeds. The seeds of legumes are noted for their great longevity. Some have been known to retain their viability for 150 to 250 years.

The seeds of many plants have a rest period. That is, they will germinate better after a period of rest than they will when first mature. This dormancy is more common among wild plants than among domesticated ones. For example, wild oats experiences a delay in its germination, seldom germinating the same year that it is formed; on the other hand, the seeds of cultivated oats will germinate the same year in which they are formed. The seeds of a number of weeds will lie in the ground for years in a dormant state. It has been shown that some seeds are still viable after 30 years' burial in the soil. Among such are the seeds of pigweed, black mustard, shepherd's purse, common dock, green foxtail and evening primrose. There is an old saying that one year of seeds means seven years of weeds.

3. **Freezing.** Corn often suffers from freezing before the grain is thoroughly dry. The tissue of the grain is broken down by the freezing of the water in it. If the grain becomes thoroughly dried it will withstand very low temperatures. Corn containing 13 per cent moisture may be stored with safety in bins exposed to very low temperature.

4. The low vitality of seed may be due to the unfavorable conditions which prevail at the time the seeds are maturing. Most seeds mature best under dry atmospheric conditions.

5. The vitality of seeds depends largely upon the manner of curing.

6. Storage conditions affect in a very marked degree the vitality of seeds.—*Colorado Agricultural College, Ft. Collins, Colo.*

Grain and Seeds

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

ST. LOUIS, MO.

Track Warehouse: S. W. Cor. Collins and Biddle

SEEDS

Grain, Clover and Grass Seeds
CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

L. TEWELES SEED CO.

MILWAUKEE, WIS.

Red, White and Alsike Clover

Timothy and Alfalfa Seed

Seed Corn

Field Peas

SEED CORN

If you have Seed Corn to sell, send us sample. If you want to buy Seed Corn write us for Prices.

STOECKER SEED CO.

Peoria, Ill.

Ross Seed Company

LOUISVILLE, KY.

WE BUY AND SELL

FIELD SEEDS

Send Sample for Bids.

Ask for Prices

Cochrane Quality Field Seeds Are the BEST THAT GROW

Twenty buying stations in the producing sections of Wisconsin and Minnesota enable us to buy the "cream of the crop." Write for quotations and samples.

T. H. Cochrane Co., PORTAGE, WISCONSIN

We want to buy Clover, Alsike, Timothy, Alfalfa White Clover.

WE BUY AND SELL

Seeds

Write Us Your Needs

SCHISLER-CORNELI SEED CO.

St. Louis, Mo.

White Clover
Orchard Grass
Tall Meadow Oat Grass
Rye Grass

WM. G. SCARLETT & Co.
BALTIMORE, MD.

REGISTERED BRANDS



MINNEAPOLIS SEED CO.

WHOLESALE FIELD SEEDS

HARVY NORTHERN GROWN SEEDS
OUR SPECIALTY

BUYERS, RECLEANERS, SELLERS

ASK OUR BIDS BEFORE SELLING

WRITE OR WIRE FOR SAMPLES AND PRICES

TIMOTHY, CLOVERS, MILLETS

GRASSES, FORAGE SEEDS, SEED GRAINS,
PEAS, BEANS AND SCREENINGS.

P. O. ADDRESS: LOCK DRAWER 1546

OFFICES: 3444 RAILROAD AVE. SO.

SEED ELEVATOR & WAREHOUSES, 34TH TO 35TH STS. & R. R. AVE. SO.

GRAIN ELEVATORS & WAREHOUSES, 35TH TO 37TH STS. & R. R. AVE. SO.

MINNEAPOLIS, MINN.

OBITUARY

ADLARD.—Chas. N. Adlard, president of the Fogt Grain Company of Piqua, Ohio, died following an operation performed at the Mayo Bros. Hospital at Rochester, Minn. Mr. Adlard went to Piqua about 19 years ago and engaged in the grain business, three years later organizing the Fogt Grain Company. The company operates plants at Sidney and Lockington. His widow survives him.

BAWLf.—The announcement has been made of the death of Sub-Flight Lieut. David Leland Bawlf in France. He was killed in action in aerial encounter with the enemy in April 21. The young soldier was in his 19th year at the time of the fatal accident. He was the son of the late Nicholas Bawlf, the founder of the N. Bawlf Grain Company.

BURNS.—Thomas W. Burns, at the age of 70 years, died at Chicago, Ill., during the first part of April. Mr. Burns was prominent in grain trade circles in Chicago about 30 years ago and since that time has been identified with numerous Board of Trade houses.

DEGENTESH.—On April 27, Balthasar Degentesh, president of the B. Degentesh Grain Company of Milwaukee, Wis., died at his home there. Mr. Degentesh founded the grain company 28 years ago.

FRICK.—Thos. Wilson Frick died at the home of his daughter in Chicago recently. For 20 years,

Mr. Frick was connected with the grain business in Minneapolis. He was associated with the Van Dusen-Harrington Company.

HATHAWAY.—Frank H. Hathaway died after a year's illness. Mr. Hathaway was a grain man and had been associated with the Churchill-Bennett Company of Toledo, Ohio.

HOGY.—Hemorrhage of the brain caused the death of H. T. Hoky, elevator man of Burlington, N. D., on May 2.

KENT.—Newton M. Kent died suddenly on April 12. Mr. Kent was a member of the grain commission firm of Koppelkam & Kent, 402 Mitchell Building, Milwaukee, Wis., and had been a member of the Chamber of Commerce of that city since 1912.

MALONEY.—At the age of 67 years, T. Maloney died on April 15 at Springfield, Mass. Mr. Maloney had for a great many years been in the grain business in Massachusetts.

MERRIAM.—On April 28, at the age of 68 years, Nathan Merriam, president of the Merriam & Millard Company of Omaha, Neb., died at his home in that city. Mr. Merriam was one of the best known wheat experts in that part of the West.

MILBRATH.—Pneumonia caused the death of Fred Milbrath, senior member of Fred Milbrath & Sons, feed and flour dealers of Milwaukee, Wis., on April 25.

NISWONGER.—Chas. E. Niswonger died at his home in Omaha, Neb., at the age of 49 years. Mr. Niswonger was connected with the Blanchard-Niswonger Grain Company and was vice-president of the Omaha Grain Exchange. He moved to Omaha from Memphis, Tenn., 10 years ago and engaged at once in the grain business. For years he has been a director of the grain exchange. His health has been failing for the past five years.

NOTH.—On April 27 at the Presbyterian Hospital, Chicago, Ill., Henry Noth of Davenport, Iowa, father of Geo. J. Noth, Chicago, Ill., manager of the Western office of Sprout-Waldron & Co., passed away after an illness from pneumonia. Mr. Noth was the originator and inventor of the "Open Pneumatic System of Malting" which is now in use in many of the leading malt houses in the United States and up until eight years ago this coming July acted as general superintendent of the Davenport Malt & Grain Company of Davenport, Iowa, an office which he had held since its origin. Four daughters and one son survive.

STIVER.—The body of C. H. Stiver, the missing grain dealer of Aurora, Ont., was recently recovered in Wilcox Lake.

TAYLOR.—John Taylor, managing director and founder of the Taylor Milling & Elevator Company, Lethbridge, Alta., died very suddenly at his office at the mills. Mr. Taylor came to Lethbridge about 1905 and founded the Taylor Milling Company in which he was chief shareholder building up also a line of elevators which he disposed of only a few months previous to his decease.

WHITE.—Horace W. White died at the age of 60 years. Mr. White was a member of the Baltimore Chamber of Commerce.

SASKATCHEWAN'S 1917 GRAIN CROP

The final report from the offices of the statistics branch of the Saskatchewan Department of Agriculture has just been issued, showing the acreage, yield and value of the grain crop of Saskatchewan for 1917.

The figures issued show that the acreage of wheat last year was 8,273,253 acres, which brought forth a production of 117,921,300 bushels, or an average of 14.2 bushels, which, at the price of \$1.95, meant a value to the producer of \$22,966,900.

BEST WHEAT VARIETIES

The National Crop Improvement Committee, of which Bert Ball is director of plans, with offices in the Board of Trade Building, Chicago, has inaugurated a plan for more wheat by recommending to farmers the variety of wheat for which the soil in their locality is best suited. The plan has been put into effect with marquis wheat in Minnesota, South and North Dakota with most gratifying results. The wheat which will be recommended for Kansas and part of Nebraska, Missouri and northern Illinois is a variety known as Kan Red. Red Rock variety is recommended for Michigan and a short distance south. Some variety of Fultz wheat will be named for the district known as Egypt, Illinois, southeastern Missouri and parts of Kentucky and Tennessee.

PLANS are being prepared for the erection of a \$10,000 flax factory at Thedfor, Ont., for the Ontario Flax Company.

FIRE completely destroyed the flax mill of the Lindsay Thompson Flax Company of Sarnia, Ont., loss amounting to \$10,000.

THE Macoun Grain Growers' Association, Ltd., The Storthoaks Grain Growers' Association, Ltd., The Lipton Grain Growers' Association, Ltd., The Abbey Grain Growers' Association, Ltd., having filed a duly executed memorandum of association, are registered in Saskatchewan Province under The Agricultural Co-operative Association Act.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

HELP WANTED

WANTED

Young man with elevator or mill experience. Must be good judge of grain and seeds. Prefer man with some knowledge of machinery. Good chance for advancement. Good town. Live concern. THE WELLINGTON FLOUR MILLS COMPANY, Wellington, Ohio.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

MACHINERY

WE RENT, SELL OR EXCHANGE

ELECTRIC MOTORS AND DYNAMOS. Belting, pulleys, hangers in stock. SCOTT BROTHERS ELECTRIC COMPANY, 34 Macomb Street, Detroit, Mich.

BAGS

WANTED

Bags, bagging and burlap. Write what you have for sale or what you want to buy. A. B. SEE BAG CO., 86 D Walker St., New York City.

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

THE SYKES COMPANY

930 West 19th Place, Chicago
MAKERS OF

FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



BEANS

\$55 Buys this Bean cleaner and polisher. Guaranteed. Hundreds in use. Send for catalog.

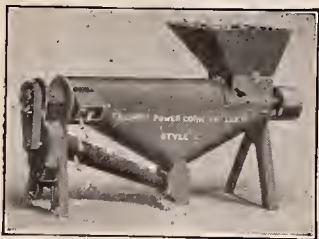
STAPLETON BROS.
Akron, N. Y.

BUY

WAR

SAVINGS

STAMPS



TRIUMPH CORN SHELLER

A self-contained Corn Sheller built entirely of iron and steel. Shells corn thoroughly and takes little power. Well-built and dependable, yet moderate in price because of its simplicity.

Ask for our bulletin which tells all about Triumph Corn Shellers.

Delivery From Stock

THE C. O. BARTLETT & SNOW CO.

Main Office: Cleveland, Ohio

FIRES-CASUALTIES

New Salem, N. D.—Fire caused damages to the Occident Elevator here recently.

Weeping Water, Neb.—The Updike Elevator here was destroyed by fire not long ago.

Alliston, Ont.—Geo. H. Lawrence, a well-known grain merchant, suffered loss by fire recently.

Cedar Falls, Iowa.—About \$600 damage was done to the Paul Feed Establishment here recently.

Richmond, Va.—The seed warehouse owned by T. W. Wood & Son was damaged by fire not long ago.

Laurier, Man.—On April 14 a new elevator at this point, together with a considerable amount of wheat, burned.

Ft. Wayne, Ind.—The feed establishment of the Reed Bros. here was partially destroyed by fire. Loss amounted to \$45,000.

Milwaukee, Wis.—The feed and flour business of S. Makowski was damaged by fire to the extent of \$5,000; insurance, \$2,500.

Sykeston, N. D.—Fire broke out on April 29 in the Occident Elevator but was extinguished before any serious damage was done.

Kansas City, Mo.—Seed grain in the elevator of the Rudy-Patrick Seed Company was damaged by fire which occurred there on April 14.

Dale, Minn.—Sparks from a passing locomotive set fire to the grain elevator at this point and caused about \$10,000 loss to the owners.

Louisville, Ky.—Ed. Riedling, 722-726 East Market street, suffered a fire loss on May 7. Damage of nearly \$30,000 was done to the feed plant and store.

Toronto, Ont.—Riseborough & Jackson of 47 Shaftesbury Avenue, feed and hay dealers, suffered a small loss by fire on the 30th of April.

Medina, Mich.—A grain storage building on the farm of R. Caswell was burned together with 300 bushels grain, most of which was barley and clover seed.

Buffalo, N. Y.—On April 21 fire caused considerable damage to the feed store of Henry & Missert and the grocery store of Charles Lamy & Sons. The feed firm lost about \$25,000.

Beach, N. D.—The Blair Elevator was burned, together with a small amount of seed grain. The building was insured. The McCabe Elevator located near the Blair plant was saved.

Louisville, Ky.—Fire started in the elevator of W. A. Thompson Mill & Elevator Company on May 8 but was put out before it caused any serious loss. The plant is of fireproof construction.

Ladysmith, Wis.—The feed store of M. A. Davis here was destroyed by fire involving a loss of \$1,000. The fire for a time threatened to cause serious losses to the business district of the town.

Milwaukee, Wis.—The Milwaukee-Western Malt- ing Company's barley elevator here was damaged by fire, thought to have started from friction of an electric trolley. Loss amounted to \$1,500.

Bunkerhill, Kan.—C. E. Robinson Grain Company's elevator burned on April 12 with loss of \$15,000. About 2,600 bushels wheat and other grain were also damaged. The plant is to be rebuilt.

Montreal, Quebec.—On April 14, the hay and grain yards of J. Robert were destroyed by fire and sparks from same ignited similar yards nearby owned by J. Charlebois, the stock in which was also destroyed.

Oakesdale, Wash.—Fire destroyed the old Northern Pacific warehouse, together with three carloads of hay and 500 sacks of oats. The contents of the plant were insured. The origin of the fire is unknown.

Deerfield, Wis.—The feed store of Michelson & Quammen was destroyed by fire. The warehouse contained about 1,000 bushels wheat, three carloads of feed, a car of baled hay. The stock was valued at \$15,000.

Claremont, S. D.—The granary on the farm of John S. Gibbs burned together with 300 bushels wheat, 500 bushels oats and other grains. The loss amounted to \$2,000; some insurance was carried on the plant.

Haysville, Kan.—The Larabee Flour Mills Corporation lost its elevator at this place by fire during the second week of April. The plant contained a carload of wheat at the time of the blaze. The loss will amount to \$7,500.

Harrisburg, Pa.—The building occupied by James H. Lehr as a feed and grain warehouse was damaged by fire caused by spontaneous combustion, it is believed. Damage of \$4,000 was caused by fire before it was under control.

Ottumwa, Iowa.—Considerable damage was done in the elevator of the Spry Bros. on April 2. The

loss incurred because of smoke and water damage to grain was large. The damage to building and grain is covered by insurance.

Paducah, Ky.—About \$10,000 loss was incurred when fire occurred in the plant of the Paducah Grain & Elevator Company. The damage was done principally by water on the corn and oats contents. The origin of the fire is not as yet known.

Boston, Mass.—The grain storehouse of A. P. Ames was burned on April 5 incurring a damage of \$4,000. The flames destroyed about 20 tons hay, some grain and a large quantity of lime. The building was owned by the Cox Leather Company.

Roanoke, Ind.—The grain elevator here owned by A. Wasmuth & Sons was destroyed by fire which followed an explosion of the gasoline engine in the plant. It is reported that a considerable quantity of grain was contained in the plant at the time of the fire.

Lancaster, Pa.—The stock of Sprecher & Ganss, implement and seed dealers here, was destroyed by fire on April 10. The loss on stock totaled \$75,000; insurance, \$60,000. The loss on building amounted to about 50 per cent. The origin of the fire is unknown.

Yale, Mich.—The elevator and hay sheds of Wharton & Co., together with 17,000 bushels oats and barley were destroyed by fire. The conflagration started from a bonfire. The loss amounted to between \$35,000 and \$40,000; loss partially covered by insurance.

Ada, Minn.—An effort was made to blow up the elevator of the Ada Milling Company. A bomb consisting of an eight-ounce bottle of nitro-glycerine was found, but the fuse attached to the bomb had not burned more than an inch or two, and so the expected explosion did not occur.

McBain, Mich.—The plant of the McBain Grain Company was destroyed by fire which started near the gasoline engine in the plant. The elevator contained 9,000 bushels beans, 1,800 bushels corn, several cars of hay, one and one-half cars rye, and three cars coal, and about \$60,000 of feed.

Lakota, N. D.—Fire of unknown origin destroyed the St. Anthony Elevator at this point on April 30. The electric power station just south of the elevator was saved after hard work on the part of the firemen. About 2,000 bushels wheat were contained in the plant at the time of the fire.

Inkster, N. D.—A 16-year-old boy set fire to the Cargill Elevator Company's elevator at this station. The only reason for this act as given by the culprit himself was that he "just wanted to see it burn." The elevator, which fortunately contained no grain at the time, was totally destroyed and 15 tons of hay were set ablaze by the sparks.

Milwaukee, Wis.—The premises of the Brown Deer Warehouse and the Milwaukee Elevator Company were entered by burglars on April 23 and were stripped of practically their entire contents. The booty secured included three barrels flour, 100 grain sacks, 100 1-cent stamps, 40 nickels from the telephone and numerous small articles.

Hemple (mail Oakes), N. D.—Fire, evidently of incendiary origin, destroyed the Farmers' and McMillan elevators here on April 17. The fire had gained such headway when it was discovered that efforts to save the plants proved futile. About one carload of wheat and some flax were contained in the plants at the time. The plants were both covered with insurance.

Cheney, Wash.—The plant of the F. M. Martin Grain & Milling Company was destroyed by fire which broke out on April 14 after a number of explosions had occurred. The loss of \$150,000 is partially covered by insurance of \$91,000 on building and \$21,500 on stock. The plant will be rebuilt, it is reported. The new mill which is under course of construction was not damaged by the fire.

Watson (mail Tiffin), Ohio.—The grain elevator at this station was destroyed by fire of mysterious origin recently entailing loss on buildings and contents of close to \$10,000. The building contained 700 bushels wheat and 800 bushels oats at the time of the fire and this was entirely destroyed. The plant was owned by John and Charles Holtz and was operated under lease by the Sneath & Cunningham Company.

A SHIPMENT of 640,000 bushels of oats for the Quaker Oats Company, Peterboro, Ont., recently arrived at its destination. The shipment was made up wholly of American oats, and it required 300 cars to bring the grain to Peterboro. This number of cars coupled together would make a train two miles long.

ENERGY IN WISCONSIN

Perhaps Senator LaFollette would like to have all Wisconsin elevators put out of business, arguing that without elevators our grain could not be readily collected and shipped to the seaboard, and that if our Allies were not fed they could not fight and the war would have to stop. But the Helmer Milling Company of Fond du Lac does not agree with the Dishonorable Bob, for its elevator is a busy place, handling wheat, oats and buckwheat, besides the famous Wisconsin barley and rye.

The elevator was built about two years ago and has access to the Northwestern, the Milwaukee and the Soo Railroads. It is of cribbed construction, ironclad, with a capacity of 60,000 bushels. The plan of the house is well made to take care of the variety of grains handled as there are 24 separate bins.

A grain cleaner of 2000 bushels per hour capacity separates out the trash as grain is received and a



ELEVATOR OF HELMER MILLING COMPANY, FOND DU LAC, WIS.

Hess Drier takes care of 100 bushels per hour. As Fond du Lac is pretty well above the corn belt, this capacity is ample for the ordinary run of oats and small grain. There are 10 Fairbanks Scales and a power grain shovel.

The house is operated by electric power derived from the central station. Twelve General Electric Motors carry 150 horsepower which operates not only the grain handling machinery, but also takes care of a corn sheller and two attrition mills having an hourly capacity of 6000 pounds.

The Helmer Milling Company was established in 1880. The mill at Fond du Lac has another elevator in connection, and the firm also operates a crushed stone elevator and a general store. They act as jobbers in the distribution of flour, hay, feed, seeds, building material, etc., and manage to keep busy a large force of operatives.

SOUTHWORTH'S CLOVER REPORT

"Clover and timothy higher. Good demand appears on breaks. Weather fine for clover—but it's a long way to Tipperary. It has to pass No Man's Land of Summer and Fall. Weather conditions must be nearly 100 per cent throughout long journey. Usually some casualties. The crop is not yet raised. Old stocks well cleaned out. Our Joe Doering says clover fields in northwestern Ohio look excellent. Dealers in that section about equally divided in regard to October price. While present good prospects continue, prices may not go materially higher, but we doubt if many will care to press the short side around \$14 under present conditions and with the new crop in doubt. With practically no carry-over, it's up to the new crop to bear the burden of supplying the demand. It's like an army without any reserves."—Southworth & Co., Toledo, Ohio, *Weekly Market Review*, May 13.

Grain Elevators, Motor Trucks & Tractors

Recent Shows in the Southwest Have Proved the Truck and Tractor Industry to Be Intimately Allied with the Grain Trade

BY B. S. BROWN

GRAIN elevator men have been interested spectators of the growth of the tractor and truck industry. The tractor show at Kansas City, the tractor and thresher show at Wichita, and other minor shows of the same nature in various other centers, have developed many facts which bear directly upon the interests of the handlers of grain.

There is no matter of doubt that farmers are taking far more kindly to the tractor now than a year ago. The fact that nearly all factories are over-sold on tractors indicates that the new machinery is being used and that this year and next year anyway a tremendous amount of work will be done on farms, especially for small grain productions, in excess of the work done in previous years. The mere element of volume of production, however, is not so important as the speed with which the product will be brought to market when the farmer is ready to market.

The rapid increase of the use of motor trucks and tractors is causing far more widespread interest in good roads among all classes of business men. Here is an instance of how the motor truck business, for instance, depends on roads—and how it affects the elevator men. Up in Atchison County, Missouri, there is a farmer with some 40,000 bushels of corn on his place. He is hustling this to the shipping point as rapidly as possible. He carries it in trucks, taking in a day about eight times as much as he could possibly carry by team, but the rapid truck is shaking the culverts and bridges to pieces; his particular community is liable to be isolated almost any time by the breakdown of the bridges.

This is illustrative of the interest of the elevator men in the promotion of good roads, especially permanent culverts and bridges, in the districts from which he draws his major supply of grain.

One phase of the tractor business that the elevator man could well take a particular interest in is that of getting all the tractors to work. Out near Sterling, Kan., a thresherman owns four tractors, but he keeps only two of them constantly busy. The other two tractors might just as well be working all the time—and especially they might be working during the harvesting and plowing season in preparing land for the maximum production of grain.

The Kansas City Tractor Show was much like most any other show, except that it was larger. The Wichita Tractor Show had distinctive features.

One of the most interesting of these features was the parade of tractor and threshing machinery through the streets of Wichita. The big gasoline machines dragged heavy threshing machines and equipment through the streets much to the astonishment of the business men—and greatly to their edification, for they saw how these tractors are operated. This lesson was impressed more emphatically because 15 of the tractors were run by women. It is said that the parade has done more than all the propaganda of the past 5 years to convince bankers and business men that the tractor is practicable for the farm and that they should back its sale and use to the limit.

The business men of Wichita, and indeed of the whole district, are thinking far more seriously of tractors now; and they are wondering how tractors and trucks can be made to serve their particular interest. Elevator men, for instance, are trying to figure out how they can make the truck and the tractor substitutes for the railroad in getting grain to their elevators when they want it. They are actuated by patriotism in this effort, but they are not forgetting their own profits.

One elevator man has seen tractors moving over the country roads in his territory for several years; operators getting down and laying planks over the weak culverts and plowing through the dust of the hot summer's day. And it had never occurred to him before that it would be simpler for him to get grain from the farmers 5 or 10 miles away by road than it is to get it by the ordinary course of railroads. Since he has been thinking, it has occurred to him that he could well afford to build two or three elevators around over the country, three, five, eight, ten miles from railroads, and establish his own truck or tractor lines to haul the grain from these elevators to his central shipping point. Millers also are considering this project. It is certainly uneconomical to require the farmer to haul his stuff five or six miles to an elevator when the district is large enough to warrant the erection of an elevator whereby he could haul a fewer number of miles and possibly get better service. There are also the considerations of freight rates and the milling in transit to keep in mind.

Possibly elevator men and millers have been so accustomed to taking what comes to them that it has never occurred to them that they might change the course of movement. Perhaps the only occa-

sions on which they have a chance to change the movement of grain has been when they saw they could get some grain from a competitor. But elevator men now are considering not where they can put an elevator to get grain coming their way that formerly went to another elevator man; they are considering how they can put an elevator where it will reduce the gross cost of movement both in money and effort and time. In many cases the elevator men might get the same grain by motor truck or tractor that he has been getting by railroad, but it cuts down the farmer's time in the hauling of the grain and cuts down the details of handling. He is performing a service to the farmer and to the industry.

The elevator man who contemplates establishing a truck or tractor line for hauling grain naturally will have to interest himself in the road projects of the districts to be covered. Most of the states now have good road projects under way and at least there is the opportunity to get help in money from the state and Federal funds. In most cases the communities need the stimulation of some responsible and respected business man to start the ball rolling, and certainly there could be no more inspiring than the elevator man who shows that he is willing to put up his own money to help a project that the farmer can immediately see will benefit himself as well as the elevator man. The cost of good roads in any community has soon been repaid not only to those who use them, but also to those who trade.

WEST INDIES TO RECEIVE CERTAIN FOODSTUFFS

The War Trade Board announces that the consent of the Food Administration has been obtained for some relaxation of the restriction on the export of certain foodstuffs to the West Indies.

The dependency of the West Indies on the United States for their food supply is quite evident, and it was only until certain arrangements could be completed to secure their full co-operation that the export of highly conserved commodities were temporarily suspended.

Exports will be allowed in limited quantities of oats and corn, condensed milk, cheese, pork and pork products, beef and beef products, cottonseed oil, lard compounds and oleomargarine.

Applicants should use Application Form X, and attach Supplemental Sheet X-1 where there is special evidence to support the application. Applicants should also file Exporter's Statement referred to in Circular Letter of the Bureau of Exports dated February 12, 1918. If it is ascertained that applications have been filed for speculative purposes, licenses may be refused and export licenses already granted may be revoked.

CHAMBER
OF
COMMERCE

BALTIMORE

GRAIN
RECEIVERS

OUR PATRONS Get the Service

JOHN T. FAHEY & CO.

GRAIN RECEIVERS AND EXPORTERS

Send Us Your BALTIMORE Shipments

BALTIMORE, MD.

CHAS. ENGLAND & CO.
RECEIVERS OF

GRAIN and HAY

308-310 Chamber of Commerce
BALTIMORE, MD.

Baltimore Pearl Hominy Co.
Seaboard Corn Mills

Baltimore, Md. S. F. Evans, Mgr.

We are always in the market for White and
Yellow Corn for Milling purposes.

Correspondence and Offers Solicited

PRODUCE
EXCHANGE

NEW YORK

GRAIN
RECEIVERS**BRAINARD COMMISSION COMPANY**

RECEIVERS AND EXPORTERS

OATS AND BARLEYSend samples all off grade grains
Consignments SolicitedProduce Exchange
NEW YORK**L. W. FORBELL & CO.**

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.
We are Specialists in these grains and
are strictly Commission Merchants.PRODUCE
EXCHANGE

TOLEDO

GRAIN
RECEIVERS**CLOVER SEED**International Game, Played in,
Toledo, Ohio. Providence Does
Dealing. When "Seedy" favor**C. A. KING & CO.**Like Billy Sunday, they Deal in
Cash and Futures**JOHN WICKENHISER & CO.**

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.Members Toledo Produce Exchange and Chicago
Board of Trade.**Books for Grain Men**The following standard works will be sent upon
receipt of prices shown:**The Book of Alfalfa**—History, cultivation
and merits. 366 pages. Illustrated. Bound
in cloth. Price - - - - \$2.00**The Book of Corn**—An authoritative
work on the culture, marketing and use of corn
in America and elsewhere. Compiled by Her-
bert Myrick. 368 pages. Profusely illustrated
and bound in cloth. Price - - - - \$1.50**Shafting, Pulleys and Belting**—By Hu-
bert E. Collins. An invaluable work for grain
elevators or any other place where machinery
is installed. Illustrated. Bound in cloth.
Price - - - - \$1.00**MITCHELL BROTHERS PUBLISHING CO.**
431 S. DEARBORN ST. CHICAGO, ILL.**October Clover**Now actively traded in. Start highest
on record, but conditions unusual.
Your orders and inquiries receive our
instant attention.**Southworth & Co., Toledo****Clover Seed—Timothy Seed**THAT ORDER FOR CLOVER OR
TIMOTHY FUTURES**"Send it to Zahm"****J. F. ZAHM & COMPANY**

TOLEDO, OHIO

Here since 1879. Ask for our daily Red Letter—Free

GRAIN
EXCHANGE

DENVER

RECEIVERS
AND
SHIPPERS**J. D. BEST & CO.***Grain*

DENVER - - COLORADO

The Denver Elevator

Wholesale Grain and Grain Products

Colorado and Kansas Flours

DENVER, COLORADO

THE WESTERN GRAIN CO.

RECEIVERS AND SHIPPERS

PINTO BEANS

F. G. OLSON, Manager DENVER, COLO.

*All That's New and All That's News***THE STANDARD MILLING AND GRAIN PAPERS****"AMERICAN MILLER"****"AMERICAN GRAIN TRADE"**

Combination Price

\$2.50**M**ANY grain men keep in touch with news and developments in
both their own and the allied milling field by availing them-
selves of this combination offer. Regular price of the "Ameri-
can Miller" alone is \$2.00 per year. The "American Grain Trade"
alone is \$1.00 per year.**MITCHELL BROS. PUBLISHING COMPANY**
431 S. Dearborn Street CHICAGO, ILL.

BOARD
OF
TRADE

✂ **KANSAS CITY** ✂

GRAIN
RECEIVERS



Universal Grain Code

AND MILL FEED SUPPLEMENT

Compiled for Use of
Grain and Milling Trades
OF THE
United States and Canada

Send for a Copy Now
Price \$3.00

**Mitchell Brothers
Publishing Co.**

431 South Dearborn St., Chicago, Ill.

WESTERN GRAIN COMPANY

BUYERS AND SHIPPERS

Wheat, Corn, Oats, Barley, Kaffir Corn, Milo, Mill Feed
Straight and Mixed Cars, Sacked or Bulk

Gibraltar Building,

Kansas City, Mo.

Member—Kansas City Board of Trade, St. Louis Merchants' Exchange, Grain Dealers' National Association

BOARD
OF
TRADE

✂ **PEORIA** ✂

GRAIN
RECEIVERS

T. A. GRIER, Pres. J. A. WARING, Sec.
E. V. MALTBY, Vice-Pres. SAMUEL THOMAS, Treas.

T. A. GRIER & CO.

(Incorporated)
Grain Commission
Merchants and Shippers

Members: Peoria Board of Trade, Chicago Board of Trade
18-19-20-22 Chamber of Commerce Bldg., PEORIA, ILL.

P. B. & C. C. MILES

Established 1875 Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission
Our Specialty

Louis Mueller, President F. W. Mueller, Sec. & Treas.

MUELLER GRAIN COMPANY

(Incorporated)

Receivers and Shippers

GRAIN

We Solicit Your Consignments of Grain
Room 39 Chamber of Commerce, PEORIA, ILL.

Always
in the
Market
for
Corn & Oats

Murphy Grain Company, Inc.

PEORIA, ILL., J. W. BRYAN, Mgr.

Wire or Phone at Our Expense Submitting Offerings

Results Most Satisfactory

OTHER OFFICES — SPRINGFIELD, — DECATUR, — LINCOLN AND BLOOMINGTON, ILL.

Cash
Bids
Daily
in
August

BUCKLEY & CO.

COMMISSION MERCHANTS

GRAIN, HAY AND SEEDS

PEORIA, ILL.

References | First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

THE BOOK OF WRINKLES

Needed by Every Grain Elevator Operator
Contains 171 ingenious and well described and
illustrated devices for saving time, labor and
money in elevators and mills.

Price, \$1.00 Postpaid.

Mitchell Bros. Pub. Co. 431 S. Dearborn St.
CHICAGO

E. B. Conover Grain Co.

Receivers and Shippers

GRAIN CONSIGNMENTS

Peoria, Ill.

FEEDS AND FEEDINGS

A compendium of animal nutrition and the rational feeding of farm animals set forth in simple, helpful language. Its basis is the extensive investigations with animals in the physiological laboratories of Europe and America and the numerous feeding trials with farm animals conducted by experiment stations, especially those of America, during the last thirty years. Tho these have been added the experiences of successful stockmen, gathered from the widest sources. The substance of all of the important work of our experiment stations in the feeding of farm animals, as set forth in hundreds of bulletins, is arranged, condensed and made available to the reader. Tenth edition, revised and entirely rewritten. By W. A. Henry, Emeritus Professor of Agriculture, University of Wisconsin, Octavo size, 613 pages, bound in art vellum. Price \$2.50.

MITCHELL BROS. PUBLISHING COMPANY

431 South Dearborn Street, Chicago, Illinois

MERCHANTS'
EXCHANGE

ST. LOUIS

GRAIN
RECEIVERS

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

202 Chamber of Commerce

ST. LOUIS

Consignments a
SpecialtyWrite Us for Full
Information on
St. Louis Markets

GOFFE & CARKENER CO.

RECEIVERS

GRAIN, HAY AND SEEDS

106-107 MERCHANTS EXCHANGE

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, Jr.
K. C. Mo., Office, 101-102 Board of Trade"THE CONSIGNMENT HOUSE
OF ST. LOUIS"

GRAIN, HAY and GRASS SEEDS

Picker & Beardsley Com. Co.

118 NORTH MAIN STREET

TILGHMAN A. BRYANT
CASH GRAIN BROKER"YOU WANT RESULTS OF COURSE;
THEN WIRE, PHONE OR WRITE ME."Can Always Furnish Country Run Goods.
Bell Phone Olive 5828

743 Pierce Bldg.

ST. LOUIS, MO.

Mason Hawpe Grain Co.
GRAIN MERCHANTS

Belt Elevator

St. Louis, Mo.

A Mighty Good House To Consign To

E. F. Daly Grain Co.

RECEIVERS & SHIPPERS

GRAIN, HAY AND SEEDS

WIRE US FOR BIDS

1536 Pierce Bldg.

St. Louis, Mo.

W. J. KLOSTERMAN

MAX M. PATTON

Klosterman-Patton Grain Co.

CONSIGNMENTS EXCLUSIVELY

Pierce Bldg.

St. Louis, Missouri

**Marshall Hall
Grain Co.**
ST. LOUIS

MARTIN MULLALLY, Pres.

MULLALLY HAY AND GRAIN CO.

HAY, GRAIN AND SEEDS

Merchants Exchange

ST. LOUIS, MO.

ALEX. C. HARSH
PRESIDENTV. C. ELMORE
VICE-PRESIDENTJOHN H. HERRON
SECRETARY AND TREASURERELMORE-SCHULTZ GRAIN COMPANY
EXPERT SERVICE GIVEN CUSTOMERS513-516 MERCHANTS EXCHANGE
ST. LOUIS, MO.322 S. WASHINGTON STREET
PEORIA, ILL.

440-445 POSTAL TELEGRAPH BUILDING, CHICAGO.

We SOLICIT A PORTION OF YOUR BUSINESS FOR ANY OF THE ABOVE MARKETS, ON THE
MERITS OF THE SERVICE WE CAN RENDER YOU.LET US HAVE YOUR OPTION BUSINESS IN CHICAGO AND ST. LOUIS.
NOTIFY AND MAKE DRAFT ON US AT ST. LOUIS ON ALL SHIPMENTS.

Toberman, Mackey & Company

Fastest Growing Commission House in America.

Can handle your consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

Walls, Bins and Grain Elevators

By MILO S. KETCHUM

Design and construction are covered completely in this book of 556 pages. The new second edition brings it up to the minute with fresh data, new cuts, and a modern treatment throughout. Over 150 pages were added to the old edition. The new chapters on "Reinforced Concrete" and "Methods of Construction and Cost of Retaining Walls" are especially valuable. It is the standard work on stresses due to granular materials.

PRICE \$4.00 POSTPAID

Mitchell Bros. Publishing Company

431 S. Dearborn St., Chicago, Ill.

BOARD
OF
TRADE

CHICAGO

GRAIN
RECEIVERS**HITCH & CARDER**

Members Chicago Board of Trade

CASH GRAIN OUR SPECIALTY

605 Insurance Exchange Bldg.

Tel. Wabash 6584

CHICAGO

Gerstenberg & Company**COMMISSION MERCHANTS**

Grain Seeds and Mill Feed

Barley a Specialty

305-315 So. La Salle St.

CHICAGO, ILL.

W. SIMONS
President
S. E. SQUIRES
Vice-PresidentWARREN T. McCRAY
Vice-President

W. F. McWHINNEY
TreasurerGEO. L. STEBBINS
SecretaryRepresentatives
W. A. Werner, Edgar E. Rice
Earl M. Davis, John M. DeBolt
Chas. H. Lyons**RUMSEY & COMPANY**

FOUNDED 1867

COMMISSION MERCHANTS

BOARD OF TRADE

CHICAGO

E. Lowitz

J. F. Barrett

SAM FINNEY

Manager Cash Grain Department

E. LOWITZ & CO.

Grain Commission

ROOKERY BUILDING

CHICAGO

MEMBERS: Chicago Board of Trade, Milwaukee and Minneapolis Chamber of Commerce, St. Louis Merchants Exchange, Kansas City Board of Trade, Winnipeg Grain Exchange.

Hulburt, Warren & ChandlerStock Brokers and Commission
Merchants, Grain and ProvisionsBusiness Solicited in Any Department
Receiving, Shipping, Futures

208 S. La Salle St.

CHICAGO

H. M. PAYNTER

With H. W. ROGERS & BRO.

Grain Commission—Correspondence Solicited

Postal Telegraph Building

CHICAGO

GEO. S. DOLE, Pres.

H. N. SAGER, Sec.

J. H. DOLE & CO.

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your

CONSIGNMENTS

and orders in futures

226 La Salle Street,

CHICAGO

We Buy

Wheat---Corn---Oats---Barley---Rye

Send Samples

The Quaker Oats Co.

Cereal Millers

Grain Dept. 1600 Railway Exchange
CHICAGO

Some say the *Rosenbaum Review* is making economic history. No! It is just interpreting current events rationally. It is published weekly by the

J. Rosenbaum Grain Co.

CHICAGO

and many other points

ARMOUR GRAIN CO.

GRAIN DEALERS

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

208 S. La Salle St.

CHICAGO

E. W. BAILEY & CO.**COMMISSION MERCHANTS**

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade

CHICAGO

Logan & Bryan

1 and 2 Board of Trade

CHICAGO

Cash Grain Department

Wheat, Corn, Oats and Rye

Barley a SpecialtyYour offerings to arrive given
prompt attention

J. Herbert Ware Edward F. Leland

CONSIGNyour Grain and Seeds, and send your
orders for

GRAIN, PROVISIONS and STOCKS to

WARE & LELAND

190 W. JACKSON BOULEVARD

Royal Insurance Bldg.

CHICAGO

Long Distance Phones:
Wabash 3262 Automatic 51073

SHIPPERS OF

SUPERIOR KILN DRIED CORN

and CHOICE OATS

Ask for Samples

ROSENBAUM BROTHERS

77 Board of Trade

Chicago, Ill.

W. A. LAMSON

H. H. LOBDELL

L. F. GATES

Lamson Bros. & Co.

Grain

**1874 Commission 1916
Merchants**

Forty-one Years of Service in the Grain Trade

HOME OFFICE
6 Board of Trade

Chicago

POPE & ECKHARDT Co.**COMMISSION MERCHANTS**

GRAIN AND SEEDS

111 W. Jackson Blvd.

CHICAGO

**BOARD
OF
TRADE**
CHICAGO
**GRAIN
RECEIVERS**

J. C. SHAFFER & CO.
GRAIN MERCHANTS
CHICAGO

Philip H. Schifflin, Pres. Eugene Schifflin, Secy-Treas.
PHILLIP H. SCHIFFLIN & CO.
Incorporated
Commission Merchants
515-518 Postal Telegraph Bldg. Chicago, Ill.
Consignments of all kinds of Grain and Field Seeds a Specialty

Bartlett Frazier Co.
GRAIN
COMMISSION MERCHANTS
Western Union Building Chicago

HARVEY GRAIN CO. CORN and OATS SHIPPERS

Our fast working house, ample storage and car supplies and advantageous location on Eastern Trunk lines make possible immediate shipments to Eastern and Southern trade.

Webster Building - - - CHICAGO

HENRY H. FREEMAN & CO.
Hay, Straw and Grain
COMMISSION MERCHANTS
Correspondence and Consignments Solicited.
Market Reports on Application.
66 Board of Trade CHICAGO, ILL.

CONSIGN
BRIDGE & LEONARD
Commission Merchants
Grain, Hay, Seeds and Provisions
61-62-63-64 Board of Trade
CHICAGO

W. M. TIMBERLAKE
Mgr. Grain Dept.

E. B. TIMBERLAKE
Asst. Manager



ALBERT MILLER & COMPANY
HANDLERS OF EVERYTHING IN
HAY and STRAW
TIMOTHY CLOVER ALFALFA PRAIRIE PACKING STRAW
CONSIGNMENTS AND ORDERS SOLICITED
192 N. Clark St., CHICAGO, ILL.

ROPP'S CALCULATOR

A new and improved edition of this standard work, invaluable to grain dealers. Tables show at a glance the value of wheat, corn, rye, oats, barley, seeds, etc., at all market prices per bushel; also the weight reduced to bushels. Trade discounts, stock tables, capacity tables, short-cut arithmetic. Solves any problem in the twinkling of an eye. The grain tables alone make it indispensable to all who handle grain. Price \$1.25 postpaid.
MITCHELL BROS. PUBLISHING CO.
431 S. Dearborn St., Chicago, Ill.

**COMMERCIAL
EXCHANGE**
PHILADELPHIA
**RECEIVERS
AND
SHIPPERS**

W. M. RICHARDSON
RICHARDSON BROS.
BROKERS
GRAIN, FLOUR and MILL FEEDS
THE BOURSE, PHILADELPHIA, PA.
Members { Grain Dealers' National Ass'n.
Commercial Exchange Philadelphia, Pa.
Chamber of Commerce Philadelphia, Pa.
Illinois Grain Dealers' Ass'n.
Indiana Grain Dealers' Ass'n.

S. H. YOUNG & CO.
GRAIN, FLOUR, ALFALFA AND
MILL FEEDS
Consignments Solicited
417-419 "The Bourse," PHILADELPHIA

E. L. ROGERS & CO.
COMMISSION MERCHANTS
Receivers and Shippers of
HAY, STRAW, GRAIN, Etc.
Over 50 years in the business
358 Bourse Bldg., PHILADELPHIA, PA.

L. F. MILLER & SONS
Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA.
CONSIGNMENTS SOLICITED
Special attention given to the handling of
CORN and OATS

A Card Ad
in the
"American Grain Trade"
has Excellent Display and
is Always Easy to Find.

Taylor & Bournique Co.
GRAIN MERCHANTS
Shippers of Quality and Uniformity
Oats, Milling Rye and Corn
627-629 Bourse Philadelphia, Pa.

CORN
EXCHANGE



BUFFALO



GRAIN
RECEIVERS



"Follow The Flag"
With Your Shipments

URMSTON GRAIN COMPANY
Buffalo, N. Y.



Buffalo Grain Company

Receivers, Forwarders and Commission
Consignments Solicited

Est. 1903

Barley a Specialty



CONSULT ME
WHEN BUYING OR SELLING
OATS
George E. Pierce
CHAMBER OF COMMERCE
BUFFALO, N. Y.
OPERATING
Evans, Monarch and Wheeler Elevators
COMBINED CAPACITY
1,500,000 Bushels

Established 1865
Whitney & Gibson
Consignments

We are organized to
render you the most
effective service in this
market.

1009-1010
Chamber of Commerce

BUFFALO, N. Y.

Give Your Buffalo Consignments a Fair Chance!

Let me handle them—not on extravagant promises—but backed up by the knowledge and experience gained in TWENTY YEARS of SPECIALIZED CONSIGNMENT SERVICE in this market.

Shipping Instructions: Any routing. Draft: Any Buffalo Bank

CAUTION:

BE SURE THE NOTIFY PARTY IS

T. J. STOFER

419 Chamber of Commerce, BUFFALO, N. Y.

FOR SATISFACTORY RESULTS
CONSIGN
Your Wheat, Corn and Oats to
THE ELECTRIC GRAIN ELEVATOR CO.
Buffalo, N. Y.

CORN

Our facilities for handling
your corn no matter what
its conditions are best in

BUFFALO

Smith & Jenkins

Operating Elevators

Chamber of Commerce, BUFFALO

L. S. CHURCHILL, President
G. W. BARTLETT, Treasurer

The Churchill Grain & Seed Co.

Commission Orders Executed Grain and Seed Bought and Sold

Offices: Buffalo, N. Y.

Toledo, Ohio

Seed Warehouse:

Located at Toledo, Ohio

Members

New York Produce Exchange

Toledo Produce Exchange

Buffalo Corn Exchange

For Best Results
Consign Your Grain
To
W. G. Heathfield & Co.
NC.
831 Chamber of Commerce
BUFFALO, N. Y.

Ship Us Your
Corn, Oats and Wheat
Regardless Of Its Condition

Send us your consignments

PRATT & CO.

OPERATORS OF
SUPERIOR ELEVATOR

910 Chamber of Commerce,

Buffalo, N. Y.

A. W. HAROLD
GRAIN

BARLEY A SPECIALTY

717 Chamber of Commerce, BUFFALO, N. Y.

S. M. RATCLIFFE
Grain and Hay

ALWAYS IN THE MARKET FOR OATS
Superior facilities for handling Consignments

Chamber of Commerce

BUFFALO, N. Y.

Taylor & Bournique Co.
SHIPPERS of GRAIN

WRITE US YOUR NEEDS

Home Office
Milwaukee, Wis.

833 Chamber of Commerce
BUFFALO, N. Y.

CORN
EXCHANGE

BUFFALO

GRAIN
RECEIVERS

Consignments Only

McConnell Grain Corporation

BUFFALO

GLOBE ELEVATOR COMPANYCHAMBER OF COMMERCE
BUFFALO, N. Y.Buyers of Wheat, Corn, Oats and Barley
CONSIGNMENTS SOLICITED**MILLING KINKS**

The latest book for grain elevator operators and millers. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.

PRICE \$1.00 POSTPAID
MITCHELL BROS. PUBLISHING
COMPANY
431 S. Dearborn St., Chicago.BOARD
OF
TRADE

INDIANAPOLIS

GRAIN
RECEIVERS**P. M. GALE GRAIN CO.**
BROKERAGE

My Specialty

Let me buy for you in Indianapolis.
I satisfy others—why not you?

INDIANAPOLIS - - - INDIANA

John W. McCardle Bert K. Black Clyde A. McCardle

McCARDLE-BLACK CO.

GRAIN COMMISSION MERCHANTS

We Know the Kind of Service You Want
And Can Furnish It

317 Board of Trade Indianapolis, Indiana

THE URMSTON GRAIN CO.
INDIANAPOLIS - BUFFALOCONSIGNMENTS OF CORN, OATS, WHEAT AND RYE
SOLICITED. Thoroughly equipped at Indianapolis and
at Buffalo to handle your shipments.
Indianapolis Office—conducted on a strictly commission and
brokerage basis. Buffalo Office—conducted on commission,
track buying and distributing basis. Ask them for bids.**WE RESPECTFULLY SOLICIT YOUR BUSINESS****E. LOWITZ & CO.**GRAIN COMMISSION
CONSIGNMENTS
AND

SALES TO ARRIVE SOLICITED

ARTHUR S. SWANSON 717 BOARD OF TRADE
Manager INDIANAPOLIS, IND.

Established 1883

H. E. KINNEY GRAIN CO.
GRAIN, HAY, FEEDConsignments Have Personal Attention;
Correspondence Solicited

617 Board of Trade Indianapolis, Indiana

THE BOOK OF WRINKLES

Is Needed by Every Grain Elevator Operator

Contains 171 ingenious and well-described and illus-
trated Devices for Saving Time, Labor and Money
in Elevators and Mills.PRICE, \$1.00 POSTPAID
Mitchell Bros. Pub. Co. 431 S. Dearborn St.
CHICAGOCHAMBER
OF
COMMERCE

MINNEAPOLIS

GRAIN
RECEIVERS**The Scroggins-McLean Co.**
RECEIVERS and SHIPPERS

Minneapolis and Duluth

J. L. McCaull, President R. A. Dinsmore, Vice President
S. J. McCaull, Secretary A. M. Dinsmore, Treasurer**The McCaull-Dinsmore Co.**
COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE

MINNEAPOLIS, MINN.

DULUTH MILWAUKEE OMAHA

Gould Grain Co.
BARLEY

600 Flour Exchange, MINNEAPOLIS, MINN.

The Cereals in America

By THOMAS F. HUNT, Professor of Agronomy, Cornell University

THE most valuable work of its kind ever published. The book
takes up the cultivation, growth and marketing of wheat, corn,
rye, barley, buckwheat and other cereals in this country, and treats
each grain from its botanical relations to the products manufac-
tured from it. An invaluable work to the grain man or miller.
Printed on highly calendared paper, profusely illustrated and bound
in cloth. 421 pages.Price \$1.75 Postpaid
MITCHELL BROS. PUBLISHING COMPANY
431 South Dearborn Street CHICAGO, ILL.

GRAIN
EXCHANGE

ST. JOSEPH

RECEIVERS
AND
SHIPPERS

Marshall Hall Grain Co.

H. H. SAVAGE, Manager

ST. JOSEPH, MO.

CONSIGNMENTS SOLICITED

Grain Bought to Arrive for Different Ter-
minal Markets and Sold for Shipment

ST. JOSEPH PUBLIC ELEVATOR CO.

Corby-Forsee Bldg.

ST. JOSEPH - MISSOURI

500,000 bu. Fireproof Elevator,
1,000 bu. per hour Drier.

Write for Storage and Service Rates

Robinson Telegraphic Cipher

Revised Edition

Cloth Binding \$1.50
Leather Binding 2.00

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

Chicago, Ill.

CHAMBER
OF
COMMERCE

MILWAUKEE

GRAIN
RECEIVERS

Taylor & Bournique Co.

SHIPPERS OF GRAIN

Chamber of Commerce, Milwaukee, Wis.

John B. Meigs, Pres. G. C. Holstein, V. Pres. & Mgr.
A. Ballatine, Secy. and Treas.

Mohr-Holstein Commission Co.

29 Chamber of Commerce
MILWAUKEE

Sample Grain a Specialty
Branch Offices at CHICAGO and MINNEAPOLIS

MINNEAPOLIS

DULUTH

Ship to

CARGILL GRAIN COMPANY

MILWAUKEE

WE OFFER A VERY BROAD SERVICE

A record of over 50 years in the grain business.
Absolute Security Good Sales
Courteous Treatment Quick Returns

For "UN-X-L-D" Service on CONSIGNMENTS
of GRAIN and SEEDS
SHIP THAT NEXT CAR TO
THE FRANKE GRAIN CO.
MILWAUKEE, WIS.
GRAIN-MILL FEEDS

YOU can keep in touch with the news and reports of
the Grain and Elevator world by reading the
"American Grain Trade."

SUBSCRIBE NOW—\$1.00 A YEAR

GRAIN
&
HAY
EXCHANGE

PITTSBURGH

GRAIN
RECEIVERS



Consign Your Next Car of
GRAIN and HAY

TO
R. S. McCAGUE, Ltd.

Members } Grain Dealers National Assn. } PITTSBURGH, PA.
} National Hay Dealers Assn.

Established 1879

J. W. Smith & Company GRAIN MERCHANTS

The only strictly Grain Receiving House in Pitts-
burgh market. We specialize in Corn. Large
Grain Dryer situated on Penna. Company Lines.

OUR **S**pecial service **W. F. HECK & CO.**
satisfies **Car lot buyers and**
shippers **shippers of**
GRAIN, HAY, STRAW, MILL FEED
Try Us For Pittsburgh Market
705 Wabash Building

COMBINATION

PRICE FOR

"AMERICAN MILLER" "AMERICAN GRAIN TRADE"

\$2.50

Send in your SUBSCRIPTION NOW

BOARD
OF
TRADE

DULUTH

GRAIN
RECEIVERS**WHITE GRAIN CO.**
SHIPPERSFANCY OATS
MILL OATS
SCREENINGSFEED WHEAT
BARLEY
RYE

Write for Samples and Quotations

DULUTH

YOU Can keep in touch with
the news and reports of
the Grain and Elevator
world by reading the "American
Grain Trade."**SUBSCRIBE NOW—\$1.00 A YEAR.**GRAIN
RECEIVERS

OTHER MARKETS

GRAIN
RECEIVERS**CRAWFORDSVILLE****CRABBS REYNOLDS TAYLOR CO.**
Crawfordsville, Ind.**GRAIN****Clover and Timothy Seeds**

Get in touch with us.

MONROEVILLE, OHIO**The
Horn Brothers
Company****BUYERS
AND
SHIPPERS OF
GRAIN**Want new corn
for November
and December
shipments. Also
Oats.
**Monroeville
Ohio****NORFOLK****J. H. COFER & COMPANY**

Incorporated

Wholesale Dealers in GRAIN

Norfolk, Va.

DETROIT**Dumont, Roberts & Co.**
GRAIN MERCHANTS

Try our Service on Consignments of your

WHEAT - CORN - OATS

31-2 Chamber of Commerce, DETROIT, MICH.

OMAHA**O'DONNELL GRAIN CO.****Commission Merchants**Have no specialties Thorough grain men
Old enough Alive Going**OMAHA, NEB.****LANCASTER****DO YOU REALIZE**That country trade always pays you
best in every way?We work a large country business.
See the point?**JONAS F. EBY & SON, LANCASTER, PA.****CINCINNATI**

Consign to or Ask for Bids

The Brouse-Skidmore Grain Co.*Receivers and Shippers***GRAIN-HAY-FEED****CINCINNATI, OHIO**

Milling Wheat and Corn Our Specialty Mail Us Samples

LOUISVILLE

A GOOD DEMAND HERE FOR

CORNGet in touch with us, send us your
Consignments**NESMITH-WILKES-SEAMAN-CO.**

Iroquois Life Bldg. - LOUISVILLE, KY.

CEDAR RAPIDS, IOWA**Cedar Rapids Grain Co.****RECEIVERS AND SHIPPERS****CEDAR RAPIDS - IOWA**

Robert L. Early

W. A. Daniel

The Mutual Commission Co.**Grain, Hay and Feed****"Strictly Commission"**

Carew Building

CINCINNATI, OHIO

SHAFTING, PULLEYS and BELTING

By Hubert E. Collins

An invaluable work for flour mills, grain elevators or any
other place where machinery is installed. Cloth bound.
Well illustrated. Price \$1.00.

Mitchell Bros. Pub. Co. 431 S. Dearborn St., Chicago

TECHNICAL BOOKS

for the Grain Elevator Operator

If we don't publish the book you wish
we can obtain it for you.**Mitchell Brothers Publishing Company**
431 S. Dearborn St. Chicago, Ill.

LEADING GRAIN RECEIVERS IN ALL MARKETS

ATLANTA, GA.

Gregg, Jos., & Son, grain & hay brokers.*†

BALTIMORE, MD.

Baltimore Pearl Hominy Co., corn buyers.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay receivers.*†
Fahey & Co., John T., receivers, exporters.*
Hax & Co., G. A., grain and hay receivers.*†
Scarlett & Co., Wm. G., seeds.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers and shippers.*
Hasenwinkle Grain Co., grain commission.
Slick & Co., L. E., receivers and shippers.*
Worth-Gyles Grain Co., buyers, shippers cash and future grain.*

BUFFALO, N. Y.

Buffalo Grain Co., receivers, shippers.*
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., grain and seeds.*
Electric Grain Elevator Co., consignments.*†
Globe Elevator Co., wheat, corn, oats, barley.*
Harold, A. W., grain, barley a specialty.†
Heathfield & Co., W. G., grain.*
McConnell Grain Corporation, grain.*
Pierce, Geo. E., oats.*
Pratt & Co., corn, oats, wheat.*
Smith & Jenkins, corn.
Stofer, T. J., consignments.*
Ratcliffe, S. M., grain and hay.†
Taylor & Bournique Co., Grain.*
Townsend-Ward Co., receivers and shippers.*
Urmston Grain Co., grain commission.†
Whitney & Gibson, receivers and shippers.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., grain merchants.*

CHICAGO, ILL.

Armour Grain Co., grain buyers.*
Bailey & Co., E. W., commission merchants.*
Bartlett, Frazier Co., receivers and shippers.*
Bridge & Leonard, commission merchants.*†
Dickinson Co., Albert, seeds.
Dole & Co., J. H., commission merchants.*
Finney, Sam, grain commission.
Freeman & Co., Henry H., hay, straw, grain.*†
Gerstenberg & Co., grain and seeds.*
Harvey Grain Co., corn and oats.*
Hitch & Carder, grain commission.*
Hoit & Co., Lowell, com. grain, seeds.
Hulburd, Warren & Chandler, com. merc.*
Illinois Seed Co., seed merchants.
Lamson Bros. & Co., commission merchants.*
Logan & Bryan, grain merchants.*
McKenna & Rodgers, com. merchants.*
Miller & Co., Albert, hay and produce.†
Norris Grain Co., grain merchants.*
Paynter, H. M., grain and field seeds.
Pope & Eckhardt Co., grain and seeds.*
Rosenbaum Brothers, receivers, shippers.*†
Rosenbaum Grain Co., J., shippers.*
Rumsey & Co., grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., Philip H., com. merchants.*
Shaffer, J. C., & Co., grain merchants.*
Simons, Day & Co.*
Wagner & Co., E. W., receivers, shippers.*
Ware & Leland, grain and seeds.*

CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shippers.*
DeMolet Grain Co., grain, hay, flour.*
Mutual Commission Co., strictly commission.*

COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.†

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Best & Co., J. D., grain, hay.*
Denver Elevator, The, grain.*
Western Grain Co.

DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.*

DULUTH, MINN.

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*
Gale Grain Co., P. M., brokerage.*
Kendrick & Sloan Co., receivers and shippers.†
Kinney, H. E. Grain Co., grain, hay, feed.*
Lowitz & Co., E., grain commission.
McCardle-Black Co., grain commission.
Merchants Hay & Grain Co., rec. & shippers.*†
Urmston Grain Co., grain commission.*†
Witt, Frank A., grain commission and brokerage.

KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., corn and oats.*
Peppard Seed Co., J. G., alfalfa seed, millet.
Western Grain Co., shippers grain and feed.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.*†

LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.
Farmer & Sons, Oscar, grain, hay, feed.*†
Nesmith-Wilkes-Seaman Co., corn.*
Ross Seed Co., seeds.
Williams & Monroe, grain, stocks, cotton.

MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.*†

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.

MILWAUKEE, WIS.

Cargill Grain Co., receivers and shippers.
Courteen Seed Co., seeds.
Donahue-Stratton Co., buyers and shippers.*
Franke Grain Co., receivers and shippers.*
Kamm Co., P. C., grain merchants.*
Mohr-Holstein Commission Co., grain com.*
Taylor & Bournique Co., corn, oats, barley.*
Teweles Seed Co., L., seeds.

MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.*
McCaull-Dinsmore Co., com. merchants.*

Quinn, Shepherdson Co., grain merchants.*
Scroggins-McLean Co., receivers and shippers.*

MONROEVILLE, OHIO.

Horn Bros. Co., buyers and shippers, grain.*

NEW YORK, N. Y.

Brainard Commission Co., oats, barley.*
Forbell & Co., L. W., com. merchants.*
Power & Co., W. D., hay, straw, produce.

NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.*

PEORIA, ILL.

Buckley & Co., grain, hay, seeds.*
Cole Grain Co., Geo. W., grain receivers.*
Conover Grain Co., E. B., receivers, shippers.
Consumers Grain Co., grain receivers.*
Grier & Co., T. A., grain commission.*
Luke Grain Co., grain commission.*
McCreery & Sons, J. A., com. merchants.*
Miles, P. B. & C. C., grain commission.*†
Mueller Grain Co., receivers and shippers.*
Murphy Grain Co., grain receivers.
Stoecker Seed Co., seed grain.

PHILADELPHIA, PA.

Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*
Rogers & Co., E. L., receivers and shippers.*†
Taylor & Bournique Co., oats, milling rye, corn.

PITTSBURGH, PA.

Heck & Co., W. F., grain, hay, mill feeds.*†
Herb Bros. & Martin, grain and hay.*†
McCague, R. S., grain and hay.*†
Smith & Co., J. W., grain, hay, feed.*

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.*†

ST. JOSEPH, MO.

St. Joseph Public Elevator Co., public storage.
Marshall Hall Grain Co., receivers, shippers.*

ST. LOUIS, MO.

Bryant, Tilghman A., grain broker.
Daly Grain Co., E. F., receivers, shippers.
Elmore-Schultz Grain Co., receivers, shippers.*
Goffe & Carkener Co., grain, hay, seeds.*†
Graham & Martin Grain Co., rec. exclus.*†
Klosterman-Patton Grain Co., grain, hay.
Langenberg Bros. Grain Co., grain com.*†
Marshall Hall Grain Co., rec., shippers, & exp.*
Mason Hawpe Co., grain merchants.*
Mullally Hay & Grain Co.*†
Nanson Commission Co., receivers, shippers.*†
Picker & Beardsley Com. Co., grain, hay.*†
Prunty, Chas. E., grain and seeds.
Schisler-Corneli Seed Co., seeds.*
Toberman, Mackey & Co., grain, hay, seeds.*†

TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.*
King & Co., C. A., grain and seeds.*†
Raddatz Co., H. D., grain, seeds.*
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.*
Zahm & Co., J. F., grain and seeds.*†

WASHINGTON, D. C.

Craig, J. V., grain, hay broker.*†

WINCHESTER, IND.

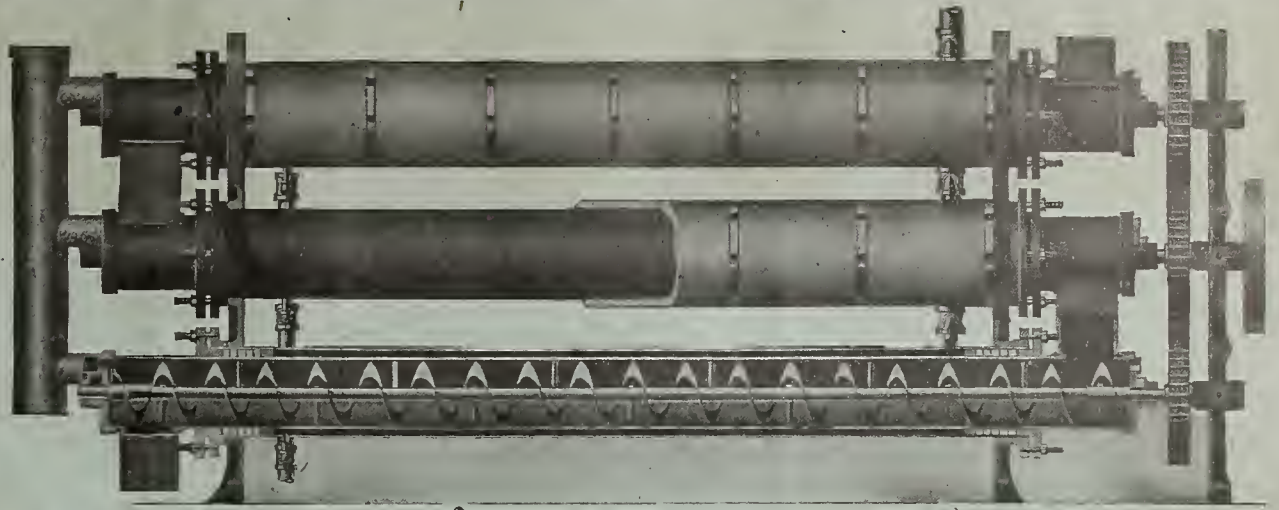
Goodrich Bros., wholesale grain, seeds, hay.*†

CORN MEAL SPOILED?

Yes, this is what will happen if too much moisture is left in corn meal or any corn products. High natural flavor and long keeping qualities result from thoroly drying and sterilizing corn products. Not more than 12 to 14 per cent of moisture should be left in corn products when packed. Good millers not only sell their customers but keep them sold by giving their milling products long keeping qualities.

Evaporates the Moisture and Sterilizes the Corn Products

The Wolf Steam Drier *evaporates* the moisture and carries it from the stock. The ribbon conveyor is so constructed as to provide a cylindrical air shaft in the very center of the heating chamber. The stock is carried upward



and forward and dropped into the central air chamber from which the moisture is exhausted.

The Wolf Vacuum Steam Drier purifies, dries, and sterilizes. Reduces the moisture to any desired percentage. Complete description in Bulletin 89.

THE WOLF COMPANY

"Builders of Complete Flour, Corn,
Cereal and Feed Mill Machinery."

**Chambersburg,
Pa.**

The Corn Exchange National Bank

OF CHICAGO

Capital	-	-	\$3,000,000.00
Surplus	-	-	5,000,000.00
Undivided Profits			2,354,549.18

OFFICERS

ERNEST A. HAMILL, President	CHARLES L. HUTCHINSON, Vice-Pres.
D. A. MOULTON, Vice-President	OWEN T. REEVES, JR., Vice-President.
J. EDWARD MAASS, Vice-President	FRANK W. SMITH, Secretary
JAMES G. WAKEFIELD, Cashier	LEWIS E. GARY, Ass't Cashier
EDWARD F. SCHOENECK, Ass't Cash.	NORMAN J. FORD, Ass't Cashier
JAMES A. WALKER, Ass't Cashier	CHARLES NOVAK, Ass't Cashier

DIRECTORS

CHARLES H. WACKER	CLYDE M. CARR
MARTIN A. RYERSON	J. HARRY SELZ
ROBERT J. THORNE	EDWARD A. SHEDL
EDWARD B. BUTLER	WATSON F. BLAIR
CHARLES H. HULBURD	ERNEST A. HAMILL
BENJAMIN CARPENTER	CHARLES L. HUTCHINSON
CHAUNCEY B. BORLAND	

UNITED STATES DEPOSITARY

Foreign Exchange Cable Transfers Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

Notice to Policy Holders

One reason why you should exercise unusual care and diligence in protecting your property against fire is the delay and difficulty you would have in securing repairs or rebuilding owing to War Conditions.

LET US HELP YOU WITH OUR SERVICE ON ALL KNOWN HAZARDS.

Mutual Fire Prevention Bureau
OXFORD, MICHIGAN.

REPRESENTING:

Millers National Insurance Co., Chicago, Ill.	Mill Owners Mutual Fire Insurance Co., Des Moines, Iowa.
Western Millers Mutual Fire Insurance Co., Kansas City, Mo.	The Millers Mutual Fire Insurance Co., Harrisburg, Pa.
Ohio Millers Mutual Fire Insurance Co., Canton, Ohio.	Texas Millers Mutual Fire Insurance Co., Fort Worth, Texas.
Pennsylvania Millers Mutual Fire Ins. Co., Wilkes-Barre, Pa.	Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.

Something to Worry About!

Being the Soliloquy
of a Wise Owner

YOU have two alternatives; either you continue to run your plant, or you do not. If not, you have something to worry about.

IF you continue to run your plant; either you use good machinery, or you do not. If not, you have something to worry about.

IF you use good machinery and it breaks down; either you replace with Weller-Made, or you do not. If not, you have something to worry about.

IF you replace with Weller-Made Machinery, you have NO alternative. You have the best, and there is

NOTHING TO WORRY ABOUT!

General Catalog Number 20
Sent on Request

WELLER MFG. CO.

Elevating, Conveying and
Power Transmitting Machinery

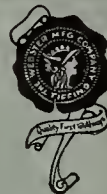
1856 North Kostner Avenue

CHICAGO

WEBSTER

Elevators, Conveyors
Power Transmission

Belt Conveyors
Screw Conveyors
Bucket Elevators
Marine Legs



Friction Clutches
Power Shovels
Car Pullers
Pulleys and Gears

Lineshafts and Bearings

Designed for the buyers who appreciate quality, dependability and service, backed by competent engineering and manufacturing facilities, and forty years experience.

The Webster M'f'g. Company

CHICAGO

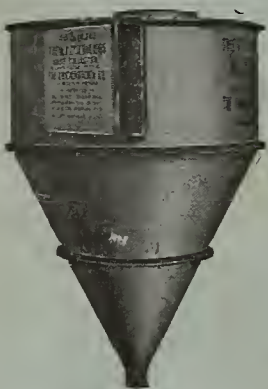
(205)

TIFFIN, OHIO

NEW YORK

The "Knickerbocker Cyclone"
Dust Collector

For Grain Cleaners
ALL STEEL



Write for Catalog

The Knickerbocker Company

Jackson, Mich

GRAIN DRIERS

are essential to conservation of corn. No modern grain handling plant should be without one. Allow us to place before you plain, honest facts concerning driers and learn why the one pre-eminent is

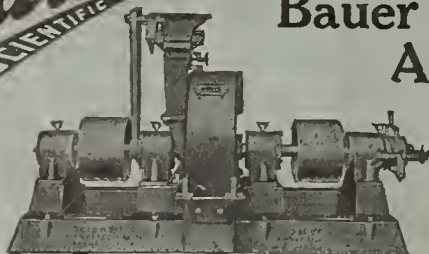
MORRIS

"The drier designed to ultimately cost less"

The Strong-Scott Manufacturing Co.

"Everything for every mill and elevator"

MINNEAPOLIS GREAT FALLS SPOKANE WINNIPEG, CAN.

Bauer
SCIENTIFICBauer Ball Bearing
Attrition Mills

Are Built to Stand
Up, Under Every
Condition

Balls and Races are metal to metal contact—they do not depend on film of oil for successful operation.
Friction is reduced to a minimum—grease cups are filled once a week—ten cents worth goes as far as one dollar's worth in Babbitted bearings.
Bearings give no trouble and insure plates always in tram.
Our machines are right—we build them so.

517 Bauer Building,

THE BAUER BROS. CO.

Springfield, Ohio

SCIENTIFIC

The two million bushel elevator of
WASHBURN-CROSBY CO.

Minneapolis, Minn.



Is equipped with three separate DAY dust collecting systems, any one of which may be operated separately, or all simultaneously.

When in need of a system or only a dust collector, write

THE DAY COMPANY

Minneapolis, Minn.